

# GRAIN & FEED JOURNALS CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter*

This Number Contains  
a Complete Report of the  
Proceedings of the  
General Sessions  
and all the Group Meetings  
of the  
42d Annual Convention  
of the  
Grain & Feed Dealers National Association  
Toronto, Ontario, September 25-26-27, 1938



The Annual Dinner for Directors and Ex-Presidents of the National Ass'n  
was Held Sunday Evening, Sept. 25, Before the  
Convention Opened Officially.



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

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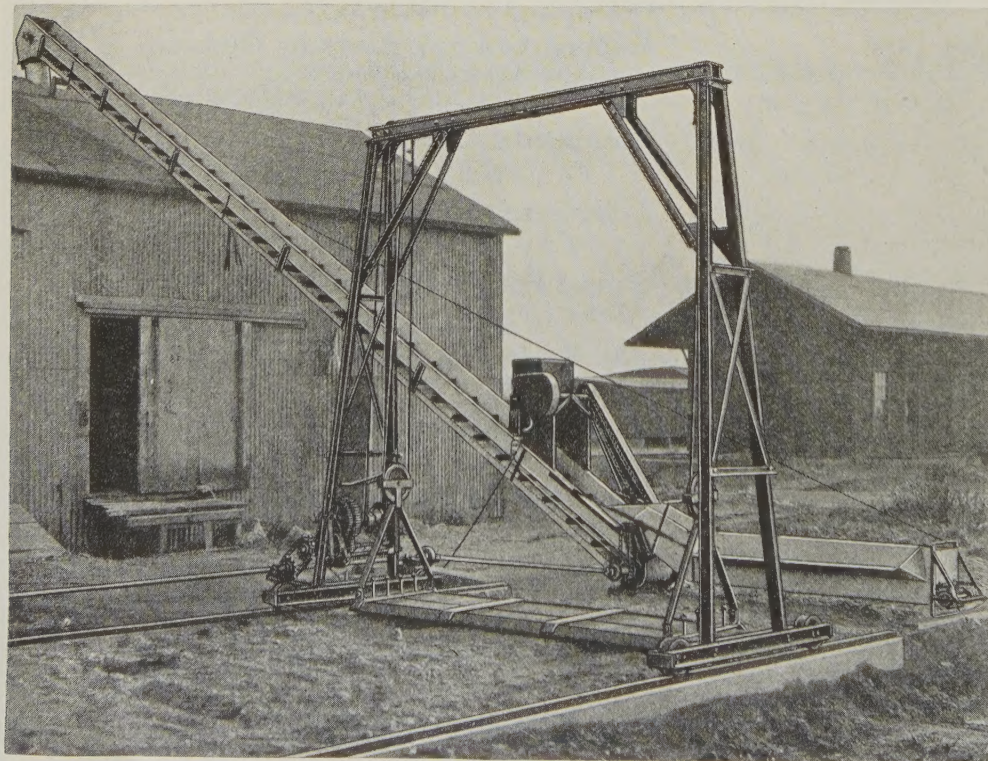
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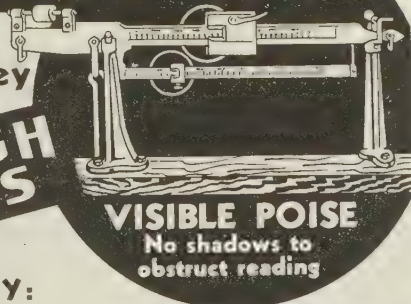


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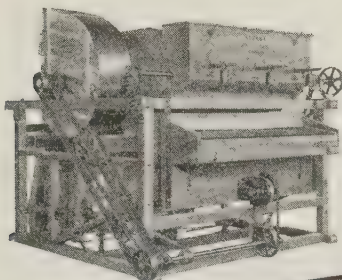
DELAVER, ILL. OR KANSAS CITY, MO.

R. R. HOWELL & CO., MINNEAPOLIS, MINN.

Northwest Distributors

**SOWEIGH**

SUPERIOR SCALE COMPANY  
DELAVER, ILLINOIS  
SOWA BROS.

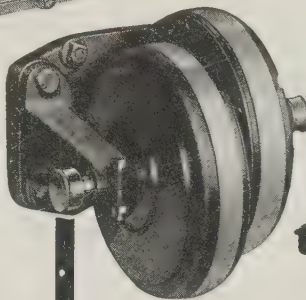


'magic-screen'



Separators

patented  
"EUREKA-BUHLER"  
DRIVE

**the pause—that 'stings'**

1000 times a minute in cleaning grain—seed—feed

The two oppositely whirling drums **pause**—1000 times a minute—each pause a shock that **stings** intensity into every screen opening. No other mechanism so forcibly—so intensely—excites screens; a motion finely and swiftly abruptive—never jerky; sharp, incessant impulses imparting separating trueness unequalled—cleaning capacity unequalled—for all grain or seed. . . . Since your "eccentrics" have no **pause**—no **stings**—your screens are 15 to 20% under possible capacity; if dressed for fine separations are wasting good grain, or seed—are taking one third too much power. 5000 users of this frictionless, wearless, **Eccentricless** "Eureka-Buhler" Drive report its 1000 **pauses**—its 1000 **stings**—have revolutionized their cleaning—it would do the same for you, as bulletin 1590 explains.

**S. HOWES CO., Inc.**  
Silver Creek,  
N. Y.



## GRAIN ELEVATOR BUILDERS

**HORNER & WYATT**  
*Engineers*Designers of Grain Elevators  
and Feed Mills

Power Problems a Specialty

470 BOARD OF TRADE

KANSAS CITY, MO.

**Z E L E N Y**  
**Thermometer System***Protects Your Grain*

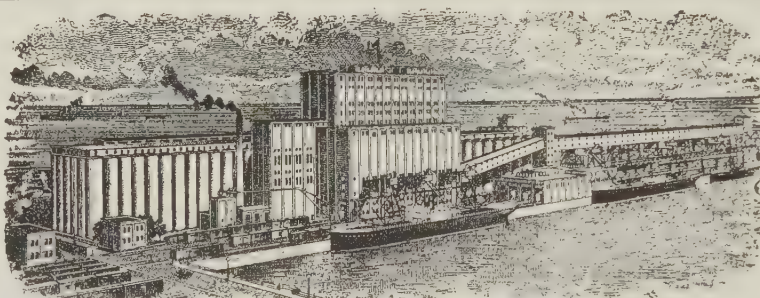
Estimates cheerfully given.

Write us for catalog No. 6.

**Zeleny Thermometer Co.**

542 S. DEARBORN ST.

CHICAGO, ILL.

Capacity  
5,000,000  
BushelsEquipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

**JAMES STEWART CORPORATION**

ENGINEERS AND CONTRACTORS

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

**Santa Fe Elevator "A"**  
Kansas City, Kans.Capacity  
10,500,000 Bushels**JOHN S. METCALF CO.***Grain Elevator Engineers and Constructors*

111 W. Jackson Blvd.

460 St. Helen St., Montreal

837 W. Hastings St., Vancouver, B. C.

12-15 Dartmouth Street, London, England

**Jones - Mettelsater Construction Co.**

Mutual Building — — Kansas City, Mo.

*Designers and Builders*  
**Grain Elevators**  
**Feed and Flour Mills**Pillsbury Flour Mills Co.  
Springfield, Ill.

1,000,000 bus. Elevator

8 Story Flour Mill — 4 Story Cereal Mill  
2 Story Warehouse*designed and constructed by us under a  
single contract.*



# GRAIN ELEVATOR BUILDERS

## The Barnett & Record Company

DESIGNERS  
Grain Elevators

MINNEAPOLIS, MINN.  
Mill Buildings

BUILDERS  
Industrial Plants

### TILLOTSON CONSTRUCTION CO.



FORMERLY THE  
**VANNESS**  
CONSTRUCTION CO.  
**OMAHA, NEBRASKA**  
Building or Modernizing  
Prompt Service  
In 8 Surrounding States

### J. H. FISCH CO.

Elevator Builders and Movers  
Barnesville, Minnesota

### T. E. IBBERSON CO.

#### GRAIN ELEVATOR BUILDERS

Feed Mills Coal Plants  
Repairing and Remodeling

MINNEAPOLIS MINNESOTA

### WE BUILD GRAIN STORAGES

29 Years' Experience  
Send us your inquiries  
**POLK GENUNG POLK COMPANY**  
Fort Branch, Indiana

### Affidavit of Weight (Duplicating)

This form is designed for use in making sworn statements of amount of grain loaded to substantiate claims for loss of grain in transit or when dispute arises. Printed on bond paper, in black ink, size 5½x8½ inches, and bound in books of 50 blanks, perforated, and 50 duplicates, with heavy binders board bottom and hinged pressboard top, with two sheets of carbon. Order Form 7 AW. Weight, 8 oz. Price 75c; three copies \$2.00, plus postage

**Grain & Feed Journals  
Consolidated**

332 S. La Salle St., Chicago, Ill.

We are very well pleased with your publication. We find it worth our while to read it.—Greybull Elvtr. Co., Paul B. Hughes, sec'y-treas., Greybull, Wyo.

Coon Rapids, Ia.—I have taken the Journals for 23 years and could not get along without it.—William Grettenberg, Wm. Grettenberg Grain Co.

#### YOUR ELEVATOR

can be brought up-to-date for less than it is costing you to operate it. Ask for our recommendations and estimates on modernizing your plant.

**Reliance Construction Co.**  
5221 N. Penn. St. Indianapolis, Ind.

### A. Clemans Construction Co.

SOUTH SOLON, OHIO

Designers and Builders  
Concrete Grain Elevators, Coal Pockets,  
Feed Mills

### EIKENBERRY CONST. CO.

ENGINEERS — CONTRACTORS  
GRAIN ELEVATORS FEED MILLS  
MACHINERY INSTALLATIONS

Write Us—No Obligation  
P. O. BOX 146 BLOOMINGTON, ILL.

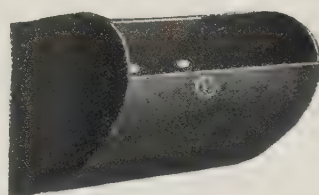
### HOGENSON

Construction Co.  
Designers and Builders  
Elevators, Feed Mills, Warehouses  
REMODELING  
Corn Exchange Bldg. MINNEAPOLIS, MINN.

### CHALMERS & BORTON

CONTRACTORS  
AND  
ENGINEERS

HUTCHINSON,  
KANSAS



## LOOK

for this stamp and  
patent number on  
each cup.



## THE CALUMET

(Protected by U. S. & Foreign Patents)

*We are the SOLE OWNERS of the patent and SOLE  
Licensed manufacturers in the U. S. under this patent.*

We are not responsible for any data sent out by others purporting to be for use with the Calumet Cup.

Watch for announcement, soon, of a real cup for  
handling flour and other soft and sticky material.

*We handle a complete stock of Norway Flathead Bucket Bolts and Spring  
Washers.*

### B. I. WELLER

327 S. La Salle St.

Chicago, Ill.

220 W. Chicago Ave., East Chicago, Ind.

R. R. HOWELL & CO., Minneapolis, Minn., Northwest Distributors  
Strong-Scott Mfg. Co., Ltd., Winnipeg, Man., Licensed Mfrs. for Western Canada



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**GRAIN ELEVATOR** for sale; 30,000 bus. capacity, feed mill, coal sheds; good location in Emmons, Minn., near Iowa state line. See or write Henry Schewe, Twin Lakes, Minn.

**ORD, NEBRASKA** — Elevator, warehouse, cribs, cob house, two track scales; 3 million pounds capacity; good condition; irrigation project for 38,000 acres in this fertile valley will soon be finished; on Burlington and Union Pacific Railways. Albert Dickinson Co., Lock Box 788, Chicago, Ill.

**SOUTHEAST MISSOURI**—A very modern plant, with all buildings and machinery about 2 years old; very good condition; 9 bins, slatted cribs, seed house, manlift, galvanized iron construction; 20,000 bus. capacity. In one of best grain territories in this section of the state; good office, scales and all other accessories necessary for this business. Business well established and will make good grain man money. Investment about \$14,500. Reason for selling: poor health. Address 81T6, Grain & Feed Journals, Chicago.

## ELEVATOR SITE FOR SALE

**WANTED!** A grain company to build and operate elevator at Maclay, Iowa, Clay County, Rock Island Ry.; large territory; elevator here burned leaving this district without elevator. W. A. Gowen, Webb, Iowa.

## MILL FOR SALE

**ARCADIA, WIS.**—Flour-feed grinding (water power) mill for sale. Peter Kronschnabl, 2436 N. 36th St., Milwaukee, Wis.

**GRIST MILL** for sale, established grinding and mixing business; good building, cash price, machinery included, \$1,600. Sterling Station, Springboro, Pa.

## ELEVATORS WANTED

**RIVER-RAIL** elevator in Illinois wanted. Must be in good condition and located in good territory. Send full description and lowest cash price. Address 81R4, Grain & Feed Journals, Chicago.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## ELEVATOR BROKERS

**WANTED**—Indiana grain elevator to sell anywhere in Central State, Indiana preferred. Terms as low as the lowest. Stanley A. Miller, Mulberry, Ind.

## FEED MILL FOR SALE

**FEED MILL** for sale, two stories, basement, electrically operated, scales, air dump loader and unloader, private track, farming stock territory. W. Tobin, 1128 No. Seminary St., Galesburg, Ill.

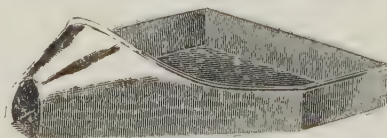
## FEED MILL AND ELEVATOR WANTED

**ELEVATOR** or combination elevator and feed mill in Illinois or Indiana. Write full particulars. B. J. Gibson, 230 W. McCarty St., Indianapolis, Ind. Phone Riley 2164.

## THANKS TO SHIPPERS

HAVING severed my connection with the Bruce Brothers Grain Co., of Kansas City, Mo., I take this way to express my appreciation to the grain trade of Iowa, Nebr., Kans., and Colo. for their generous patronage. I trust I may have the pleasure of serving you again. F. J. Clute, Lincoln, Nebr.

## SAMPLE PANS



Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size,  $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00; Seed Size,  $1\frac{1}{2} \times 9 \times 11$ ", \$1.65, at Chicago.

**GRAIN & FEED JOURNALS**  
Consolidated  
332 So. La Salle St., Chicago, Ill.

## SITUATION WANTED

**WANTED**—Position as manager thoroughly competent to handle any station; references from banks and reliable grain men. Address 81Q7, Grain & Feed Journals, Chicago.

**WANT**—Position as grain solicitor; 25 years' experience representing K. C. grain firm; wish connection with reliable grain company in Chicago, Omaha or K. C., Mo.; well known to the grain trade in Iowa, Nebr., No. Kans. and Colo.; can give reliable references. Address 81T5, Grain & Feed Journals, Chicago.

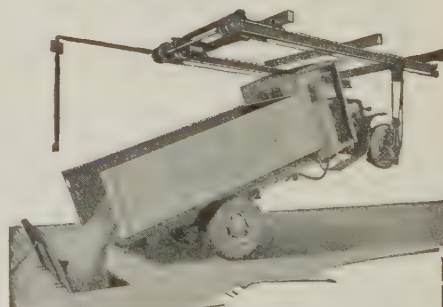
## BUSINESS OPPORTUNITIES

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

**WHENEVER THERE** is a real opportunity of interest to the grain trade, it is usually registered in the "Wanted—For Sale" columns of the Journal.

## McMILLIN TRUCK DUMP

For Electrical Power



A dump that fills all requirements. Capacity from smallest wagon to largest truck. Dumps from any length vehicle into one dump door. By adding extension will dump into any number of doors. Operating connections at each door. Can be installed in almost any driveway. Installation simple and very reasonable. All parts of dump in plain view above driveway floor. Vehicles can be raised to any angle for dumping. Can be stopped and started as desired. Under complete control. All-steel power unit completely assembled. Substantially constructed. No delicate parts. **SPEEDY, SAFE and SIMPLE** in operation.

Address

**L. J. McMILLIN**

525 Board of Trade Bldg., Indianapolis, Indiana

## KEEP POSTED

**GRAIN & FEED JOURNALS**  
CONSOLIDATED

332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator

Post Office .....

.....

State .....



**MACHINES FOR SALE**

**CORN CUTTER & Grader**—has motor—used very little. 79N12, Grain & Feed Jnls., Chicago.

**FEED MIXER**—one ton—floor level feed—has motor—good as new. Write 79N14, Grain & Feed Journals, Chicago, Ill.

**BURTON Ton Mixer No. 2 JB Duplex Cracker & Grader, Truck Dump Bargain.** W. W. Pearson, Reynolds, Ind.

**HAMMER MILL** with 25-h.p. motor and all attachments. Priced to sell. Write 79N13, Grain & Feed Journals, Chicago, Ill.

**FEED MIXER** for sale, has motor, and a late machine. Need space. Will sacrifice. Write 79N15, Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—Rebuilt Attrition and Hammer Mills, Mixers, Corn Cutters, Engines, Motors, Etc. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

**FOR SALE**—2 compartment Brown-Duval Moisture Tester with new electric automatic shut-off, complete. First class condition, \$75.00. Syler & Syler, Plymouth, Ind.

**FOR SALE**—One No. 6 Monitor seed and grain cleaner, three large dust collectors, approximately 100 feet steel elevator shaft with belt and buckets, boots and head; also shafts and pulleys. Seldon-Watts Seed Co., St. Paul, Minn.

**FOR SALE**

Clipper cleaners; No. 6 Invincible cleaners; 2 & 3 pair high 9x18 and 9x36 roller mills; batch mixers; corn cutters and graders (new); corn shellers and crushers; hammer mills and attrition mills, new and used, various makes and sizes; water wheels; 25 & 50 bbl. Midgets; elevators; pulleys; automatic and hopper scales. Let us supply your needs at lowest prices. Write to A. D. Hughes Co., Wayland, Mich.

**FOR SALE**

1—Right hand vertical up discharge full housing standard steel plate exhauster fan with anti-friction bearings and shafts extended on inlet side for drive pulley.

1—Left hand same.

Size of fan wheels—72" x 42"—eight blades. Capacity of each fan—17,000 cu. ft. per minute at 150 r.p.m. with pressure of  $\frac{1}{4}$  ounce per square inch, up to 65,000 cu. ft. per minute at 500 r.p.m. with pressure of 3 ounce per square inch, with a range of brake horse power from 2 h.p. at the slow speed to 100 h.p. at the high speed. For immediate capacities they can be figured on the basis of the volume of air increasing in direct proportion to the speed, with the pressure increasing as the square of the speed and the brake horse power increasing as the cube of the speed. Cleveland Grain Company, Board of Trade, Indianapolis, Ind.

**MOTORS—GENERATORS****SAVE on MOTORS and GENERATORS**

Write for new Free Catalog of guaranteed rebuilt Motors, Generators, Pumps, Compressors, etc. We Save you Half. Your Idle equipment taken in trade. Specials in totally enclosed motors, as well as other Bargains. Chicago Electric Co., 1331 W. 22d St., Chicago.

**REBUILT ELECTRIC MOTORS:** Save 50% on your motor costs and secure fully reconditioned motors—all types and sizes. **ONE YEAR GUARANTEE.** Complete motor rewinding and repair service. Write us on your requirements, we buy, sell, trade, and exchange. Rockford Electric Equipment Co., 728 So. Wyman St., Rockford, Ill.

**ELECTRICAL MACHINERY**

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hampermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service.

V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

**STOP! READ! THINK!** One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now.

**MACHINES WANTED**

**WANTED**—Used grain and seed recleaner large size. C. R. Acord, Kansas, Ill.

**WANTED TO BUY**—Used one ton horizontal feed mixer. Simonsen Soy Bean Mill, Quimby, Ia

**WANTED**—Used oat huller, prefer Rosco, feed grinder, electric motors, 8-ton truck scales. Duncan Oil Co., Iowa City, Iowa.

**WANTED**—One large size Clipper or Eureka Seed Cleaner suitable for Lespedeza; one Oxford or other standard make of bean polisher. Hartz-Thorell Supply Co., Stuttgart, Ark.

**MAIZE**

**FOR SALE**—100,000 bus. of fine maize at a real bargain. Geological & Agricultural Improvement Co., Amarillo, Texas.

**TRACTOR & TRAILER FOR SALE**

**FOR SALE**—Ford V-8 tractor and semi-trailer with 350 bushel grain bed; fine condition; only 23,000 miles on tractor. Priced right. Bourbon Grain Exchange, Bourbon, Ind.

# K-R-O

## KILLS-RATS-ONLY

### THE FASTEST-SELLING RAT EXTERMINATOR BECAUSE IT IS NOT A POISON

K-R-O kills more rats than anything else, and yet it is absolutely harmless to live stock, poultry, dogs and cats. That's why it is the fastest selling exterminator in the country. K-R-O is made from specially imported squill bulbs, oven-dried in our own factory, and always uniform in strength. K-R-O conforms to the requirements of the U. S. Dept. of Agriculture.

K-R-O is nationally advertised in National, Farm and Poultry publications. It retails for 75c in powder form and for 35c and \$1.00 ready mixed. *It offers a generous margin of profit to retailers.* Write for prices to the K-R-O Co., Springfield, Ohio.

**SAMPLE ENVELOPES**

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

# Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your return by helping you to prove your claims and by helping the claim agent to justify payment.

**A is for Loss of Weight in Transit Claims.**  
**B—Loss in Market Value Due to Delay in Transit.**

**C—Loss in Quality Due to Delay in Transit.**  
**D—Loss in Market Value Due to Delay in Furnishing Cars.**

**E—Overcharge in Freight or Weight.**

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

**411-A** contains 100 sets all Form A. Price, \$2.00. Weight 8 lbs.

**411-E** contains 100 sets all Form E. Price, \$2.00.

**411-5** contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

**Grain & Feed Journals**

CONSOLIDATED

332 South La Salle St. Chicago, Ill.

# Improved Grain Tickets

Owner		
Hauler	Grain	Grade
		Dockage
		%
Gross		
Tare		
Net		
Total Dockage		
Net Pounds		
Bushels		
Price	Amount \$	
Storage Ticket No.		
Check No.		
	Station	
No.	19	
	Weigher	
Name of Firm or Buyer		

(Illustration is one-half size of original ticket.)

Using Form 19GT as a scale book saves much time and labor as one writing with the use of carbon will give you a complete record and a ticket for the hauler.

Each of the 125 original leaves bears four scale tickets, printed on white bond, machine perforated. Each ticket is 3 inches wide by 6¾ long. The 125 duplicate leaves are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Each book is 7½x12 inches, supplied with 5 sheets of No. 1 carbon.

**Duplicating.** Weight, 2½ lbs. Order 19GT Dup. Price \$1.20, plus postage.

**Triplicating** is the same as 19GT Duplicating. In addition, sheets of strong white tissue are bound in between the original tickets and the duplicates so as to facilitate making three copies with one writing. Five sheets of dual-faced No. 1 carbon. 375 leaves. Weight, 3 lbs. Order 19GT Trip. Price \$1.65, plus postage.

Cash with order for twelve books earns 10% discount.

Send all orders to

**Grain & Feed Journals Consolidated**  
332 So. La Salle St., Chicago, Ill.



# ST. LOUIS

## *"The Central Market"*

Surrounded by the great grain producing areas of the Mississippi Valley desires to serve you—

Located where 26 lines of railroads converge, it has unexcelled transportation from the grain producing areas of Missouri, Illinois, Kansas, Iowa, Oklahoma, Nebraska, South Dakota, Colorado and States farther west—

The terminus of eastern trunk lines, and having direct through lines to the gulf, including a modern government-operated barge line to New Orleans, at a differential of 3 cents per hundred under the rail rate, St. Louis is regarded by foreign buyers as a logical starting point for foreign grain shipments. The lower freight rate by water enhances the price at St. Louis which inures to the benefit of the country shipper—

The enormous flour and feed milling industries of the city, enjoying many in-transit privileges and selling their product for export and to the cotton-producing South also take a large percentage of St. Louis grain receipts—

*Give any of these members of the St. Louis Merchants Exchange listed here an opportunity to prove to you the advantages of this market—*

**Anheuser-Busch, Inc.**  
**Ballard-Messmore Grain Co.**  
**Barkley Grain Co.**  
**R. H. Baumgartner & Co.**  
**James E. Bennett & Co.**  
**Cargill, Incorporated**  
**Checkerboard Elevator Co.**  
**Continental Grain Co.**  
**Dannen Grain & Milling Co.**  
**Fox Grain Co.**  
**Lowell Hoit & Co.**  
**Knowlton Grain Co.**

**Lamson Bros. & Co.**  
**Langenberg Bros. Grain Co.**  
**Morton & Co.**  
**Mullally-Evans Co.**  
**Nanson Commission Co.**  
**Norris Grain Corporation**  
**Picker & Beardsley Com. Co.**  
**Schultz & Niemeier Com. Co.**  
**Seele Bros. Grain Co.**  
**J. H. Teasdale Com. Co.**  
**Terminal Grain Co.**  
**Toberman Grain Co.**

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# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
GRAIN DEALERS JOURNAL  
Established 1895

AMERICAN ELEVATOR &  
GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT - GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., SEPTEMBER 28, 1938

EUROPEAN importers of wheat are delighted with the hysterical efforts of government officials of countries having a bountiful supply, to unload the surplus on their hungry markets.

PROFITS in handling corn are promised by the return to normalcy evidenced by a visible supply nearly three times as great as during the corresponding times in the last three years.

THE LARGE number of poor condition box cars being tendered shippers for grain shipments are sure to result in discouraging shortages unless loaders exercise greater vigilance in cooping cars before loading.

KEEPING BAD practices to yourself will not warn your brother dealers or help to bring about the general adoption of safer methods. Exposing any loose transaction which has brought you trouble will help to save others from disaster and stimulate their willingness to reciprocate.

WATCH for promoters of an advertising fake who get a cash advance for an elaborate co-operative plan to push the sale of flour or feed by economical joint displays with manufacturers of other food lines. The promotion is never undertaken and the solicitors retain the cash.

ELEVATOR OWNERS willing to contribute their mite to Fire Prevention Week, beginning Oct. 9th, will give their entire plant a thorough cleaning and carefully inspect all electric wiring, all bearings and all fire fighting apparatus, to make sure all are in prime working condition. No property owner will tolerate hazardous conditions if he knows of their presence.

WITH more than one-half of the corn now arriving at Chicago grading No. 1, there is not the usual problem of disposing of the low grades. From the generous receipts at terminals the warehousemen should have no difficulty in accumulating sound corn to hold indefinitely in store to earn the 3-cent premium that May is selling over December.

WAGE AND HOUR act going into effect Oct. 24 makes profitable reading of its application to grain and elevator concerns as explained by a speaker at the Toronto convention and published elsewhere in this number. No notices will be served on concerns affected. They are presumed to know the law and its application to their business, making the speaker's presentation most timely.

FAILURE of the corn loan to peg the price at 57 cents per bushel does not seem so strange when we consider that the government has only 47,029,844 sealed under loan out of a crop of 2,454,526,000 bus., especially since the greater part of the crop is ineligible for loans by reason of location or ownership. It is, of course, common knowledge that if the market price does not advance 10 or 15 cents per bushel the government eventually will have over 47,000,000 bus. of corn to sell on the bargain counter.

THE RAPPROACHEMENT between state experiment stations, state feed and seed control officials on the one hand and the seedsmen and feed manufacturers on the other hand in Ohio, Kentucky, New York and California and this month between the Michigan Department of Agriculture and the Michigan Bean Shippers is a pleasing augury of future co-operation of these agencies for the common good of the farmer and the seedsmen and feed mixer. The research workers of the manufacturers are doing a work paralleling that of the experiment stations, while the state seed councils get seedsmen and state officials together directly.

AN OUTSIDE cistern, a power pump and 150 feet of hose will enable any quick acting elevator crew to hold a fire in check until help arrives.

THE ELEVATOR operator who neglects to get a bountiful supply of hybrid corn seed for his farm patrons is passing up a real opportunity to increase the volume of his business.

THE CANADIAN reaction to the wheat subsidy plan of our secretary of agriculture is well stated by a leading speaker on the convention program of the Grain and Feed Dealers National Ass'n, published elsewhere in this number. Canadian wheat is so large a factor in the prosperity of the Dominion that unfair competition in its sale hits our northern neighbors in a vital spot.

THE INSTALLATION of truck hoists and ear corn legs in all new corn cribs shows that the progressive dealers are discarding the scoop shovel and speeding up all grain handling operations so that they may have more time to consider the promotion problems of their business. Wielding a scoop shovel never was profitable and it always cost more than machinery and power to do the same work.

SUBSIDIZING wheat exports does not seem to have been effective in increasing the amount sent abroad. Only 2,841,770 bus. had been exported under the program prior to Sept. 16 under the generous grant of 11 cents per bushel, costing the public \$312,595. During July, without subsidy, 10,844,096 bus. of wheat was exported by our energetic grain merchants. It is the considered opinion of the Millers National Federation that little or no gain in export volume of flour will result from the subsidy plan.

A CLEAR DISTINCTION must be made between storing wheat owned by the government under the crop insurance program, and wheat held as security for a loan by the Commodity Credit Corporation. The elevator operator can enforce his warehouseman's lien against the Commodity Credit Corporation, as in the case of any private corporation. As to insurance wheat owned in the first instance by the government the warehouseman can not bring suit against the government, but must present a claim, which may not be paid for years thereafter. Twenty years have passed since elevator operators held back wheat for the government acting thru the U. S. Food Administration Grain Corporation and they have not yet been reimbursed for storage charges. Warehousemen should proceed cautiously and consider carefully before taking in insurance wheat when they can not protect themselves against the official incapacity, ignorance and delay that characterize governmental contact with trade and industry.



TRUCKS unloaded in Chicago today 39 loads of corn; and one Kansas terminal elevator alone in 6 weeks unloaded 1,166 truck-loads of wheat, the equivalent of 233 carloads, indicating the menace to the country dealer from this unfair competition.

COUNTRY GRAIN BUYERS already are sufficiently burdened with liens without adding the A.A.A. duty of making them tax collectors of the penalty for selling grain in excess of the farmer's quota. The federal government should be required to record its claim with the county registrar the same as any other lien-holder.

TOO MUCH stress is placed upon the price received by farmer compared with the price he pays, without considering the increased volume he sells at the lowered prices. The U. S. Dept. of Agriculture seems to have recognized this last December in substituting a statement of farm income for the former statement of farm prices Dec. 1.

THE ALERT manager of an elevator at Sulphur Springs, Ind., recently discovered smoke in the cupola at the beginning of the day's receiving and shelling operations. Without a moment's hesitation the courageous manager went aloft on the manlift. Power was shut off and the firemen of nearby villages were telephoned for help. Fortunately water barrels and fire extinguishers had been provided in advance so the manager and his helpers were able to hold the flames in partial control until a fire pump arrived with water and flooded the corn cleaner which had become a roaring furnace. Preparedness and vigilance saved the elevator, its contents and the jobs of the workers but only by quick work on the part of the men. The old heresy that no elevator can be saved after it catches fire is blasted once again.

CONTINUED ABANDONMENT of lines of railroad in different parts of the country does not support the optimists' frequently repeated prediction of early business recovery. The selfish demands of the tax eaters and the wage earners combined with trucker competition have forced so many lines into bankruptcy, the wonder is many communities are still favored with railroad service. Owners of grain elevators located on unprofitable lines are kept in depressing suspense lest the rails be torn up and their property be made valueless. Communities on many abandoned lines now recognize the true value of their loss, but it is too late for them to do anything about it, so the people must pay higher taxes and furnish their own transportation. Many ex-wage earners now on relief are wishing they had been more reasonable in their demands. Charity is never as welcome as real compensation for honest labor.

ALTHO the big feed manufacturing concerns ship thousands of carloads of products compared with single cars shipped by the small mixer the published reports of prosecution for adulteration and misbranding seldom contain the names of the big concerns. The lesson to be drawn is that each of the large companies has a staff of chemical analysts to check constantly on protein, fat and fiber, while the smaller concern neglects this work, and the latter will profit by forming a closer connection with a commercial laboratory, both to avoid prosecution and save expense by not putting in more of the valuable ingredients "to be on the safe side."

## The National Meeting

Altho depressing business conditions, war rumors, hurricane and flood helped to detain many active members of the grain and feed trade at home, the attendance at the 42nd celebration of the organization of the National Ass'n exceeded expectations.

The active interest in the group meeting programs swelled the attendance at all these luncheons and brot dealers closer together and lured all to contribute to the animated discussions. Few, if any, left a group meeting until it adjourned.

We trust our unfortunate readers who failed to attend will find our complete report of this great trade meeting of permanent interest and help.

## Arbitration of Trade Differences Still Obtainable

Receivers, whose discouraging experiences, prompt them to complain of the crooks in the trade, should not overlook the arbitration committee of the National Ass'n. It has settled equitably so many trade differences and with small expense to the disputants, none can afford to nurse a trade grievance or to seek relief in the slow acting courts.

Branding any grain market or exchange as a nest of crooks because of what has seemed to be a sharp practice on the part of one or two members is neither fair or reasonable, in fact it reflects more on the complainant than on the market.

The arbitration feature of the state and national associations is still in force and can be effectively used for the amicable settlement of grain trade differences and disputes. Any disputant who refuses or neglects to arbitrate a trade difference thereby admits doubt in the fairness of his own contention. Advertising the sharpers through the decisions of the Arbitration Committee may not always satisfy the loser, but it will help to place other dealers on guard.

## Adjust Business Methods to Political Exigency

Industrialists intent on production and merchants striving for distribution economically have been crying for years for stability, for a surcease from constant threats of change that upset business calculations. In vain have they hoped for a return to the freedom from political interference that made the years before 1929 so prosperous.

It must have become evident by this time that the merchants and manufacturers, who are the sane thinking minority of our citizenship, have no power to change the course of events.

The only recourse for the merchant is to quit business or to adjust his affairs to the probable requirements of government. He must take a larger margin of profit on the goods or grain handled to cover the added costs of change and the chance that his estimate of the probable trend of government may be wrong, for who can guess what the government will do when those temporarily in power themselves do not know what they will do from day to day. Even now the head of the A.A.A. and the chief executive are said to be planning new agricultural legislation to be enacted in January.

The middleman is indispensable in distributing grain. The farmer can not get it to the consumer and the consumer can not get it direct from the grower. A grain elevator must intervene to clean, mix, grade and locate the best bidder. Whether owned and operated by a line company, independent or co-operative the same personnel must be employed and the same costs of handling incurred.

Secure in the knowledge that their services can not be dispensed with the elevator operators must resist every attempt to make their business unprofitable. To store wheat at a loss for any government corporation would be suicidal. Any threat by Washington burocrats to build grain elevators if the operators refuse to store grain at a loss should be laughed off. The cost of building elevators can not be charged up to improvement of navigation or prevention of floods while the real purpose might be to put public grain elevators out of business. The servant is worthy of his hire.

OAT HULLS may not have a market as stated by a correspondent in "Letters" this number, but in "Feedstuffs" department, this number, the Western Washington Experiment Station proves conclusively that oat hulls prevent cannibalism when fed in all mash rations to pullets. The poultry industry is so extensive that when a ration can contain 30 per cent oat hulls the aggregate forms a considerable outlet for this otherwise waste material.



## Storing Grain for Farmers

Storing grain free for all comers has got more country grain merchants into trouble than any other bad practice. Naturally, when the elevator bins are filled, the dealer ships out the grain, stores in the terminal market or sells it and soon becomes so involved in the market, he cannot reimburse all the owners of the stored grain.

Some dealers who started out with a desire to help their farmer patrons have been sent to prison for converting the farmers' grain to their own use. It is much safer to refuse than to accept grain for storage in excess of capacity available for renting to farmer patrons. Many dealers have found storing even at one cent a bushel a month so unsatisfactory, so unprofitable that they have steadfastly refused to store under any conditions for anybody, thus limiting their operations to the buying and selling of grain for their own account.

## Light Oats Must Be Discounted

Many farmers cannot understand why a pound or two should make such a difference in their discounts for light oats, not realizing that there are only 18 pounds of groats, with good feeding and commercial value in a bushel of 32 pound oats. The other 14 pounds are hulls of little value. Every pound down in test weight, means a pound less of groats, for there is no loss in the amount of hulls in low test weight oats. One pound is almost twice as great in relation to 18 pounds as it is in relation to 32 pounds. Quite obviously, when this is understood, 22 pound oats mean only eight pounds of groats, 24 pound oats mean only 10 pounds of groats in a bushel.

Oat hulls are fibrous, and have little or no feeding value, except as a filler to carry other feed ingredients. The feeding value of oats is in the groats. Clearly, the 10 pounds of groats in 24 pound per bushel oats are worth little more than half as much as the 18 pounds of groats in good 32 pound oats.

However, another factor enters the market for oats. The manufacturers of rolled oats for human consumption

are in the market only for reasonably heavy oats, the heavier, the better, from which they can make an attractive breakfast food. This leaves only the feed mills as a market for light oats, and when the oats are too light, even the feed manufacturers are not interested.

## Tricky Truckers Break Out Again

Truckers' tricks are so numerous it is not possible to list all of them in one number of the Journals, but nearly every month we unearth new ones that have been used to swindle confiding grain merchants.

Weighmasters at interior markets who weigh grain trucked into their markets never hear of shortages in truck loads and are never called upon to investigate losses in shipments by trucks. WHY? Did the trucker get so much in excess of his reported loading weight that he does not dare to call for an investigation?

One over-confident Northwest Missouri grain dealer who has never hesitated to sell grain out of his bins to strange truckers discovered a couple of vacuum cups sticking to the back side on the end of his new scale beam, and he is still wondering who could have attached them; however, he has enclosed his beam and working desk so visitors no longer can gain access to his records or his weighing equipment.

A Minnesota dealer who was induced to buy a thousand pounds of barley so the strange trucker could "comply with the order of the Highway Inspector, and reduce his load to the weight permitted under the law," is still shaking his head and wondering whose oats he bought.

Some cautious elevator men refuse to have any dealings with strange truckers after dark, while other vigilant dealers call all their assistants to watch every move of the strangers. Many dealers who have been lured into selling these traveling truckers by liberal bids have a large collection of rubber checks which they would be glad to dispose of at buyer's own price.

Truckers who peddle stolen grain or grain covered by a lien are not worried by their inability to give clear title, all they want is cash in hand. Knowing well

all the farmers of your territory is a great help to the safe purchasing of grain.

## Test Plots Leading to Better Results

For more than half a century the Federal Government has expended many millions annually for improvement in the quality of grain grown and an increase in the yield per acre. Agricultural schools and experiment stations throughout the land have accomplished much in helping farmers to surer and better results but still the routine tillers of the soil have persisted in the careless selection of seed.

Recently observing students of farm activities have aroused a deep interest in the selection and planting of pure varieties adapted to the soil and climate by gathering samples of wheat from neighboring farms and planting test plots thereby giving growers ocular demonstration of the practicable selection of seed best suited to their use.

Crop Improvement Ass'n's and elevator operators are establishing test plots for wheat and inviting all farmers of the district to inspect the results and listen to agronomists. The farmers who have persisted in planting any old seed have been amazed by superior results obtained through the careful selection of better seed and its cleaning, grading and treating. Their many questions prove their deep interest and a resolve to farm more intelligently, to market more and better grain from the same acreage.

More power and more profit to the promoters of seed testing plots.

## Warehouseman's Lien v. Chattel Mortgage

The Bewley Mills received wheat in 1929, 1930, 1931 and 1932 from a farmer, W. H. Askey, to whom \$2,420 had been advanced on his 1929 crop.

The First National Bank in Decatur, Tex., brought suit against the Bewley Mills and Askey on notes secured by a chattel mortgage on Askey's 1931 and 1932 crops of wheat, alleging the Bewley Mills had converted the wheat.

The Court of Civil Appeals of Texas on Sept. 24, 1937, gave judgment sustaining the decision of the Wise County Court in favor of the bank against both defendants and in favor of the Bewley Mills against Askey. The Bewley Mills claimed the bank knew of and consented to the storage of the wheat, and that the 1929 advance constituted a lien on the 1931 and 1932 crops of wheat. The bank's judgment against Askey was for \$21,770.89 with interest and costs and against Bewley Mills for \$2,857.53 with interest for conversion of the 1931 and 1932 crops. The Bewley Mills got judgment against Askey for \$8,725.45, with interest.

The court said: Under no circumstances could the claims, debts and liens of the Bewley Mills be held prior to the bank's liens on the 1931 and 1932 crops.—110 S. W. (2d) 201.

THE law of worthy life is fundamentally the law of strife; it is only through labor and painful effort, by grim energy and resolute courage, that we move on to better things.—Theodore Roosevelt.



## Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

### Making Elevator Receipts Good Collateral?

**Grain & Feed Journals:** Who are the companies that enable country shippers to issue warehouse receipts acceptable to banks for loans?—Foster-Kendall Co., Carmel, Ind.

**Ans.:** Douglas-Guardian Warehouse Corporation, 100 W. Monroe St., Chicago; Inland Warehousing Co., 135 So. La Salle St., Chicago, and Lawrence Warehouse Co., 1 N. La Salle St., Chicago.

### Iowa Use Tax?

**Grain & Feed Journals:** Are buyers of grain affected by the Iowa use tax recently sustained by the courts in the suit by Sears, Roebuck & Co. to enjoin the Iowa Board of Assessment and Review from collecting the tax, alleging interference with interstate commerce?—J.R.

**Ans.:** The tax does not apply on grain bought or sold by a dealer to be processed, but only to articles sold by a retailer to one consuming for use. It does not apply on grain sold to a feeder. The tax applies to rolled oats, for example, shipped into the state and consumed by the buyer, but not if the rolled oats are fed to pigs. The rate is 2%, the same as the sales tax which it is designed to supplement. It is found in Chapter 193, laws of 47th General Assembly, Use Tax Act, Senate File 317. Sec. 8 reads, "Every retailer maintaining a place of business in the state making sales for use in Iowa shall collect a tax from purchaser." It applies only to tangible personal property, was approved Apr. 12 and went into effect Apr. 16, 1937.

### Wheat Going Thru the Sweat?

**Grain & Feed Journals:** Is there such a thing as wheat going thru the sweat? If so, does this happen where the wheat is cut with a combine?—Hitch Grain Co., Hitchland, Tex.

**Ans.:** If wheat is cut and stacked in the straw it goes thru what is known as the sweat, properly, and is of better milling quality.

When the standing grain is cut and threshed at the same time with a combine the wheat is sacked or binned immediately and the kernels go thru the sweat without the protection of the straw.

While in the stack sweating, the wheat gets soft and more difficult to thresh. Ten days is the least time after stacking to start threshing, depending upon the humidity, temperature and moisture in the wheat. Three weeks is better and the grain keeps on improving if stacked for 8 weeks.

Sweating is not a fermentation, but an after-ripening of the living kernel, and will go on after cutting even if not in the stack or in a mass, tho not so apparent. Grain threshed from the shock, even if standing a considerable time, does not go thru as complete a ripening.

Wheat freshly cut, threshed and immediately placed in a bulk bin will go thru the sweat if sound and containing not too much moisture. The heating and spoiling of wheat in bins due to poor condition when stored, and with excessive moisture, should not be confounded with after-ripening. Combined wheat placed in a bin in good condition and left there long enough will go thru the sweat.

Some flour mills in Nebraska are refusing to buy combined wheat from fields where grasshopper poison has been used, fearing that dead hoppers are mixed with the wheat. Landlords losing the sale of the wheat are inserting in leases that the tenant must use a binder.

**Lewiston, Ida.**—Alarmed by the slump in grain prices and aroused by Secretary Wallace's assertion that parity prices, objective of the farm relief act are impracticable, farmers of northern Idaho and southeast Washington unanimously adopted a resolution calling on Wallace to exert his power under the law to subsidize exports, find new markets and re-establish parity prices.—F. K. H.

### The Weighmasters' Ass'n at Toronto

The annual meeting of the Terminal Grain Weighmasters National Ass'n was called to order in the Royal York Hotel, Toronto, Ont., Sunday morning by President Clay Johnson of Peoria, Ill.

The discussion of a reasonable shrinkage on a car of grain in the Mississippi Valley was agreed to be 150 lbs per car.

The discussion of weighmasters licensed for weighing at elevators licensed to store grain under the Federal Warehouse Act disclosed that all deputy weighmen at elevators licensed to store grain by the Federal Warehouse Supervisor must be licensed by the same supervisor.

While the inspecting of grain received at elevators licensed by the Federal supervisor for storage is recognized as in keeping with the Federal law the use of the inspector's certificates for the sale of the grain was pronounced irregular and contrary to law.

R. R. De Armond, St. Louis, asked What are the charges assessed in the different markets for weighing and other services?

C. W. Wright, Portland, Ore.: We charge 3 cts a ton for weighing bulk grain only. For weighing and inspecting in we charge five cents a ton and five cents a ton for weighing and inspecting out. We charge \$1.40 an hour for overtime work.

Jos. A. Schmitz, Chicago: We charge one dollar a thousand for weighing in and ninety cents for weighing out.

Clay Johnson: Our Illinois State Scale Inspectors were long satisfied with a tolerance of two pounds per thousand, but now are rejecting 20 ton scales if one corner is off a pound. This is ridiculous.

A discussion of weighing trucked grain disclosed a uniform charge of 25 cts. per load. Some elevators maintain large dumps and obtain gross and tare weights without truck leaving the platform. No complaints of shortages on grain delivered by truck to Western

markets were reported, but Philadelphia reported shortage complaints on both in and out deliveries of trucked grain.

Clay Johnson: We get few leaking box cars, but get some leaks around and over the grain doors.

Joe Schmitz: We have one railroad which credited 50% of its grain car leaks to the failure of the inspectors to replace the top board of the grain door. We checked the receipts and traced the shortages back to certain inspection tracks. Car inspectors placed in the yards soon reduced these losses over the top to a minimum.

E. L. Betton, Kansas City: Where we weigh in the state of Kansas we place a weight card on the grain door of cars loaded and request return of cards with outturn weights but get few of them back. Why do you fail to return the cards? Last month we started to nail the cards to the door post.

It was agreed that more returns would be obtained if cards were tacked to grain doors on both sides of car, then the unloader would see the card.

Sec'y H. R. Clark, Omaha: We employ a man for conducting tests and sealing scales and do not charge for the service.

J. A. Schmitz, Chicago: We test and make minor repairs, but if any important repairs are needed, the owner must have them made. We make no charge for our services, but we will not issue a certificate for weights obtained over a scale until we know scale is right.

E. L. Betton: We maintain a steel car fully equipped for scale testing and make light repairs. We charge \$15.00 a scale. Our car is transported over the state of Kansas by the railroads. We test for country elevators and storage houses at central markets but expect scale manufacturers to make major repairs.

M. H. Ladd, Milwaukee: We make no charge for testing and have a small shop for minor repairs, but will not attempt major repairs.

Clay Johnson, Peoria: We have a shop for repairs but, would be glad to sell it for a pittance. We make no charge for testing or minor repairs, but insist that all needed repairs be made before we will use the scales.

C. A. King, Chicago: The fire insurance companies are insisting upon elevator operators drawing out the dust at every point where the grain is turned. Overlooking this will reduce the weight of all loads received.

J. A. Schmitz: We object to the use of a strong suction because it improves the grade as well as reduces the moisture.

M. H. Ladd moved the reelection of the present officers, which was carried. Clay Johnson, Peoria, was reelected president; G. C. Rhodes, Enid, Okla., vice president and Harry R. Clark, Omaha, sec'y-treas.

And thus another most successful meeting of the weighmasters was brot to a close.

The animated discussion of all subjects presented kept the weighmasters at attention, so each helped to make the round table discussion most interesting and helpful.

The annual noon luncheon held in an adjoining room was graced by the attendance of Mesdames Schmitz, Wright, Larson, De Armond and Fuller.

The Weighmasters attending included Clay Johnson, Peoria; Harry R. Clark, Omaha; M. H. Ladd, Milwaukee; J. A. Schmitz, Chicago; Paul N. Larson, Sioux City; Jno. H. Frazier, Philadelphia; C. W. Wright, Portland, Ore.; S. A. Holder, Indianapolis; E. L. Betton, Kansas State Dept., Kansas City; R. R. De Armond, and J. M. Fuller, St. Louis, and Chas. A. King of the Western Weighing Ass'n, Chicago.



Clay Johnson, Peoria, Ill., was Elected Pres. by the Chief Weighmasters National Ass'n.



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

### Government Crop Estimate Too High

*Grain & Feed Journals:* The Department of Agriculture Sept. 1st report shows Illinois corn prospects for a yield of 43 bushels per acre and a total production of 361,673,000 bushels, or 21 million more than their August 1st report. Our guess is that after husking returns are all in it will be found that the yield will be nearer 38½ bushels and total production 324,000,000 bushels.—Baldwin Elevator Co., Decatur, Ill.

### No Market for Oat Hulls

*Grain & Feed Journals:* Tully Crabbs asked about oats; what reason we could give for the poor oats being grown in Indiana. I can't answer his questions. Farmers are paying no attention to oats. Half of them don't clean the oats when they sow them, don't buy new seed, or good seed; they just sow anything they have. This is not a marketable crop any more. I don't know why any farmer in eastern Indiana should sow oats when he can sow soy beans. That will give him his crop rotation, but it doesn't give him a chance to sow grass seed.—Goodrich Brothers Co., P. E. Goodrich, Pres., Winchester, Ind.

### Buy "Sick" Wheat at Feed Prices Only

*Grain & Feed Journals:* Recent investigations have disclosed a serious condition existing in wheat stored on the farms, even to a greater degree than we have experienced for many years. Grain dealers and millers should be on their guard constantly from now on in purchases of wheat coming out of the farmers' bins. We refer to what is known as "sick" wheat.

Possibly many dealers do not know just what this term means, or would not recognize it in wheat if they were looking for it. This subject was discussed at our grading schools last spring. Conditions now appear to be really serious with wheat which is now stored in the bins on the farms. Apparently this high moisture wheat put into the farmers' bins at harvest time, has not dried out very materially thus far.

I warned our members to check up on grain in their bins and reports from some indicate their great surprise to find that they have so many weevil in their grain. Already many are obtaining a good effective fumigant to kill the weevil without delay. All should do this before the damage becomes such that it might impair the quality of your grain.

This high moisture wheat in the bins without it being turned, cleaned and aired, has resulted in causing what is known as "sick" wheat. It acquires a very foul and musty odor. The germ is destroyed and it becomes black, or a dark brown, and this is one way to determine the presence of "sick" wheat in a sample. It is considered in grading as "damaged" wheat.

During the past two weeks a few scattered cars have arrived on this market in which there has been much evidence of "sick" wheat. One car last week contained as much as 25 per cent. This particular car was discounted 9½¢ per bushel under No. 2 red winter. If there should be as few as two or three such cars of "sick" wheat on the market in one day, the discount, if possible at all to sell, might easily be 5 to 10 cents more than the discount on this other car. It is up to the buyer to be on his

guard, acquaint himself with and be able to distinguish "sick" wheat in grain which will be coming out of the bins to the elevator during the remainder of this season.

A few loads of this damaged grain can spoil a bin of good quality wheat, so we feel the situation is serious. "Sick" wheat is good only for animal or poultry feed, as millers can not use it. The foul odor carries on thru the milling process and into the flour. Buy this "damaged" wheat at feed prices and grind it up.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n, Indianapolis, Ind.

### Cutthroat Competition vs. Friendly Relations

*Grain & Feed Journals:* Nearly a year of the Feed Service Plan in two districts serves, perhaps above all else, to prove that fighting General Hugh Johnson was right when he said (and he was speaking of commercial competition), "Suspicion is the shadow of a man's own soul."

Surprising above all the other advantages of above-board competitive relations is the astonishing amount of solid benefit to be found in working with rather than against a competitor. Interchange of market data, dividing up surplus seeds or other supplies, pooling cars of lesser-selling items for economical buying, exchanging credit data, discussion of country buying prices—all these find a sound rooting in the inevitably close association developed by the Feed Service Plan.

Even the men most affected, growing accustomed to this comradery interchange of aid, often fail to recall how different were the days when (as still far too often in other places) suspicion, rather than frank discussion, was the basis for competitive back-biting.

Let not the "shadow of a man's own soul" deter you from the manly course of going first to Jim Jones, a fellow feed man, when you hear a tale about him—ten to one Jim Jones has heard the same of you.—Floyd Oles, Mgr., Pacific Northwest Feed Ass'n, Seattle, Wash.

### Stiff Restrictions on Delivery of Loan Wheat

*Grain & Feed Journals:* I anticipate much trouble when elevators storing loan wheat try to deliver elevator mixed wheat on these receipts, as the CCC demands copies of inbound inspection and protein certificates attached to warehouse receipts . . . to INSURE them getting country run wheat from the terminal elevators.

Substitution of tonnage will not be permitted as original freight bills must be attached to warehouse receipt showing movement from point of origin; hence, you can not substitute tonnage, altho of the same value.

Country elevators will be allowed their regular tariff handling charges and a maximum of 10¢ a year storage charges; however, storage charges will not be paid until July 1st, 1939.

On partial lots the following statement is stamped on the warehouse receipt: "The wheat represented hereby was received rail freight as evidenced by original paid freight bill which has been officially registered for transit and will be held and kept alive within statutory and tariff limitations for the benefit of the holder hereof. The aforementioned paid freight bill

carries notation thereon by the Railroad Agent showing transit balance of through rate from point of origin to (basic loan terminal market) or . . . . . cents per 100 pounds."

If loan is made on No. 3 or No. 4 wheat the following notation should be added to the receipt: "This wheat is graded No. 3 or No. 4 solely account of test weight."—G. E. Blewett, sec'y, Texas Grain and Feed Dealers Ass'n, Fort Worth, Tex.

### Variance in Truck and Rail Rates?

*Grain & Feed Journals:* The farm to market average grain rates in Kansas and Missouri, 24.81 mills per ton mile, could be adjusted enough to recapture a lot of business for the railroads and still be well above average freight rates. Average truck charges are 17.50 mills per ton mile.

How much longer will we stand for such discrimination? Do you think the Interstate Commerce Commission is protecting farmers and business men against such rank injustice?—S. C. Master, Russell Grain Co., Kansas City, Mo.

### Weevil Making Chicken Feed of Soft Winter Wheat

*Grain & Feed Journals:* Several cars of wheat grading, weevily, heating and musty, have come to our market and we understand considerable of this musty wheat has been received at terminal markets.

Country elevators, this year, are experiencing unusual difficulty with their stored grain in spite of the fact that most of them are watching it very closely. A good percentage of farm stored wheat has gone bad, and much more will become weevil infested, begin heating and go musty because of high moisture and inadequate facilities on the farms for turning and general care. Wheat of this type is good only for animal or poultry feeds and takes a severe discount. It is our belief there will be many "sick farmers," before all the present stored grain is moved off the farms.

It seems there is an increasing amount of sick wheat, that is picked as damaged grains by the inspection department, which we are advised is the result of storing high moisture wheat in bins in bulk and left undisturbed in storage for a considerable period of time without sufficient ventilation.

There will be much of this off-grade wheat steadily moving to market and we suggest, for your protection, you watch the grade carefully and smell all your receipts for musty wheat!

We further suggest the grain, stored in your elevator, be turned at least once every two weeks (once a week won't hurt) probe down from the tops of your bins frequently and pull wheat from the bottoms of bins to see if any warm streaks are present! Treat the wheat for weevil once a month or oftener. "Don't take chances of suffering losses by neglecting your wheat."—Lawrenceburg Roller Mills Co., L. A. Garner, Grain Buyer, Lawrenceburg, Ind.

**Spokane, Wash.**—The government is defendant in suits aggregating \$191,390 brot by the South Dakota Wheat Growers' Ass'n and the North Pacific Grain Growers of Spokane and being heard at Lincoln, Neb. The ass'ns allege that a telegram from Sam R. McKelvie of Lincoln, former member of the Hoover Federal farm board, and the board in 1930 was probably held to mean that margin on primary loans against loss from a falling market would be protected by the board. The North Pacific group contended co-operative members were forced to sell wheat thru the ass'n for less than the amount of the loans. Government counsel asserted the message was simply an effort to prevent forced sales. The South Dakota ass'n asked \$85,390 and the Pacific Coast group \$106,000.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Fort Wayne, Ind.—The grain harvest was slow here, but the corn crop will be excellent and of good quality. Business slowed down some, but is fair in average elevator.—A. E. L.

Duluth, Minn., Sept. 23.—Present ideal weather has caused threshing to be rushed to completion after being delayed by recent general rains over the northwest, which put the soil in good condition for fall plowing and served to brighten the outlook for the 1939 crop prospects.—F. G. C.

Duluth, Minn.—Top quality spring wheat above 12% protein continues to command high premiums and fancy milling durum wheat has gone as high as 20c over the Duluth December delivery. Intermediate and lower type moves slower. Flaxseed is in strong demand at highest premium on the crop so far. Rest of the list, oats, rye, barley and corn is meeting sale at firm price limits.—F. G. C.

Toronto, Ont., Sept. 10.—The yield of spring wheat for Ontario as a whole is now estimated at 18.6 bus. per acre as compared with 17.0 bus. in 1937 and a preceding ten-year average of 19.2 bus. Oats are placed at 36.7 bus. per acre as compared with 32.6 bus. last year and a ten-year average of 33.7 bus. For barley the yields are 31.5; 28.8; and 30.6 bus. per acre for the same periods, respectively, and fall wheat 27.0; 26.0; and 24.7 bus.—S. H. Symons, statistician.

Springfield, Ill., Sept. 21.—The change to cooler together with the rains retarded drying of corn and hay crops. Condition and progress of corn continues average to very good for the section as a whole except for deterioration in scattered areas, due either to excess moisture or the cumulative effect of drought in preceding weeks. Early planted corn was mostly safe from frost while considerable late planted still needs several weeks more to fully mature. Soybeans continue average to good and are podding well; bean haying was retarded by wet weather in

areas. Pastures improved in most areas. Clover and alfalfa continue generally good; clover hulling neared completion in parts of the south.—C. L. Ray, U. S. Dept. of Agri.

Kansas City, Mo.—Average protein of 3,265 cars of all classes of wheat tested by the Kansas City office of the Kansas grain inspection department during August was 13.72%, and 3,401 cars inspected by Missouri averaged 13.22%. The average of 6,666 cars tested by both departments during August was 13.46%, as compared with 12.35% on 8,792 cars a year ago. For the first two months of the new crop year the Kansas department inspected 17,164 cars, with an average of 13.13% protein, against 13.08% on 20,689 cars in July and August a year ago, while the Missouri department inspected 16,876 cars with an average of 12.73%, as compared with 12.71% on 16,627 cars in the first two months of the preceding crop year.

Dodge City, Kan., Sept. 16.—Good early fall rains have continued to come just about as needed to create an ideal condition for the seeding of winter wheat. The September rains have been quite general over the plains area of Kansas and especially so over what is generally referred to as the semi-arid region. These rains have also extended into the drier sections of the southwest, including the Oklahoma and Texas Panhandle sections. At Dodge City 2.42 inches has fallen so far this month, which is more than the long-time average total for the entire month and is the most rainfall received here during September since 1930. This added to the July and August totals makes more than 7 inches falling during the 2½ months of the new crop year. This condition practically assures winter wheat in this area getting a No. 1 fall start.—J. F. Moyer, sec'y Kansas Grain, Feed & Seed Dealers Ass'n.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for December delivery at the following markets for the past two weeks have been as follows:

	Option		Wheat													
	High	Low	Sept. 14	Sept. 15	Sept. 16	Sept. 17	Sept. 19	Sept. 20	Sept. 21	Sept. 22	Sept. 23	Sept. 24	Sept. 26	Sept. 27		
Chicago .....	84¼	61¼	67¼	64¾	65¾	66¾	64¾	64¾	62¾	63¾	65¾	66	67¾	66¾		
Winnipeg .....	87	56½	66½	63½	64¾	66	63½	61¾	60¼	61½	63¾	64¾	67¾	66		
Liverpool* .....	88¾	66½	73¾	71¾	73¼	74	71¾	69¾	69¾	71	72¾	80¾	77¾	75¾		
Kansas City .....	81¾	57½	63	61¼	61¾	62¾	61	60¼	58¾	59¾	61¾	62¾	63¾	62¾		
Minneapolis .....	89½	62¾	70	66¾	67½	68¾	66¾	65¾	64¾	65½	67¾	68¾	69¾	68¾		
Duluth, durum .....	...	55½	60¾	58½	59	59¾	58	57	55½	56½	58¼	59¼	59½	59¾		
Milwaukee .....	84	61¾	67¼	64¾	65¾	66¾	65	64¾	63	64	65¾	66	67½	67		
<b>Corn</b>																
Chicago .....	63½	46¾	51¾	50¾	51	51¾	50¾	49¾	48¾	49¾	49¾	50¾	51¾	50¾		
Kansas City .....	59¾	43¼	48¾	47¾	48½	49½	48½	47¾	46¼	46¾	47½	48	48¾	47¾		
Milwaukee .....	63	47	51¾	50¾	51	51¾	50¾	49¾	49	49½	49¾	50¾	51¾	50¾		
<b>Oats</b>																
Chicago .....	28½	23	26¼	25½	25½	26¾	25¾	25¾	25	25¼	25¾	25½	26¾	26¾		
Winnipeg .....	36¾	25¾	29¾	28¾	29¾	29¾	28¾	28¾	28½	27¾	28½	28¾	29¾	29		
Minneapolis .....	25¾	20½	25¼	22¾	22¾	23¾	22¾	22¾	22¼	22¾	23¾	23¾	23¾	23¾		
Milwaukee .....	28¾	23¾	26¾	25¾	25¾	26¾	25¾	25¾	25¼	25¾	25¾	26¾	26¾	26¼		
<b>Rye</b>																
Chicago .....	56	39¾	45¾	43¾	43¾	45¼	43¾	43¾	42¾	44¼	44¾	45¾	45½	45¾		
Minneapolis .....	45¾	34¾	40¾	38¾	38¾	40¾	38¾	37¾	37¾	38¾	39¼	40¼	41	40¾		
Winnipeg .....	55½	37	42¾	39¾	40¾	42¾	41¾	40¾	39¾	40¾	42¾	43	44¼	44		
Duluth .....	...	39	43	43	43	43	41¾	41	41	42	41½	42¼	43	43		
<b>Barley</b>																
Minneapolis .....	39¼	30¾	33¾	32½	32½	33	32¾	32¾	32¾	33½	34¼	34¾	34¾	35		
Winnipeg .....	49¾	33¾	37¾	35¾	36	37	35½	35½	34¾	35¾	37¾	39¼	39¾	39		
<b>Soybeans</b>																
Chicago .....	85½	75½	79¼	79¼	79½	80½	79¼	77	75¼	75¼	76¼	77¼	78¼	77¾		

\*At daily current rate of exchange.



The ladies and their escorts were taken on a tour of Toronto and some were [See facing page]



Otwell, Ind.—Many farmers in this part of Pike county are cutting their corn for silo purposes. The corn crop is as good, if not better than last year. Indications point to a fair wheat acreage being sown.—W. B. C.

Decatur, Ill., Sept. 24.—What few soybeans have been delivered show nice quality, with the exception of too high moisture in some. With continued favorable crop weather, there will be more harvesting activity next week. An increased proportion of the total acreage was planted in rows and cultivated this year, which practice has helped greatly in the suppression of weeds.—Baldwin Elvtr. Co.

Walla Walla, Wash., Aug. 28.—It is without a doubt the Inland Empire's "biggest wheat crop in years." Tractors are doing much of the work of harvesting on the level-lying sections of the Pacific Northwest but mules still get the call on the rough, rolling hill country. Total wheat acreages in Washington and Oregon are less than the five-year average and 5 per cent above in Idaho. Locally the acreage is 9 per cent above last year due mainly to seeding having been completed when federal conservation program got under way.—F. K. H.

Minneapolis, Minn., Sept. 22.—A preliminary survey made through our correspondents indicates that the Southwest winter wheat area intends to reduce the wheat acreage about 20 per cent; the Eastern soft wheat area about 15 per cent; the Pacific Northwest about 20 per cent; and the other areas 5 to 10 per cent. Drouth, heat, rust and grasshoppers took a heavier toll than anticipated from the North Dakota spring wheat, especially over the northern and western sections of the State. Eastern Montana also suffered a decrease on this account. A large amount of Thatcher wheat and other rust-resistant bread wheats, as well as durum, were sown in eastern Dakotas and Minnesota and eastern Saskatchewan and Manitoba, which resulted in comparatively little damage from the rust spores.—Cargill Crop Bulletin.

Jas. E. Boyle, professor of rural economy, died Sept. 18 at Ithaca, N. Y., where he had been on the Cornell College faculty since 1917. He pointed out the weaknesses that have made a failure of all laws enacted to aid agriculture.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Vancouver, B. C.—The Canadian wheat board will move as much wheat as possible for export through Vancouver this season, according to George Melvor, chairman of the board.

Chicago, Ill., Sept. 22.—Chicago received the first car of new corn for the season today, from southern Indiana. The grain graded No. 5, yellow, 52 lbs. and 23 per cent moisture. It sold at auction at 46½ cents.

Oswego, N. Y.—With the total bushels clearance thru the local elevator having passed the 17,000,000 mark, preparations are now being made for an influx of grain during the remaining weeks of the season.

Vancouver, B. C.—For the first time in three years the bulk of Alberta's wheat crop is traveling the western route to the Pacific terminals. The westward movement is attributed in part to wheat operations. Pacific coast terminals have a storage capacity of around 21,000,000 bus.

Indianapolis, Ind.—The first car of new crop corn to reach this market was received Sept. 21 by the Dorgan Grain Co. Was shipped from Southern Indiana, graded No. 4 yellow, 19.8% moisture, 54 lb. test weight, 4.2% damage.—Dorgan Grain Co.

New York, N. Y.—Receipts and shipments of grain during August compared with August, 1937, in bushels—1937 shown in parentheses—were: Receipts, wheat, 1,549,432 (440,339); corn, 820,072 (371,500); oats, 54,800 (52,800); rye, — (1,700); flaxseed, 295,000 (337,000); hay, — (28 tons); shipments, wheat, 1,314,000 (620,000); corn, 825,000 (—); rye, 20,000 (10,000); barley, — (40,000); clover seed, 40 (4,336).—Dept. of Information & Statistics, New York Produce Exchange.

Princeton, Ind.—K. K. Beeson, Purdue University agronomist, writes that reports from many parts of the state show considerable quantities of farm stored wheat has a higher moisture content than usual. He stated that some wheat is being damaged by insects and molds as a result of frequent rains during threshing. — W. B. C.

Cincinnati, O.—Receipts and shipments of grain during July compared with July, 1937, the latter shown in parentheses, in bushels were: Receipts, 1,563,200 (1,734,400); corn, 177,000 (78,000); oats, 92,000 (96,000); rye, 9,800 (9,800); barley, 1,600 (16,000); grain sorghums, 1,400 (2,800); buckwheat, 1,400 (2,800); feed, 270 tons (264 tons); hay, 110 tons (264 tons); shipments, wheat, 364,800 (361,600); corn, 156,000 (76,500); oats, 78,000 (42,000).—John O'Hara, inspector & weighmaster, Cincinnati Board of Trade.

Duluth, Minn.—From Aug. 1, this year up to close of business Sept. 23, elevators have received a total of 48,451,074 bus. as against 30,873,236 bus. in the same period last year. Shipments during the same time ran 22,968,839 bus. this year and 12,503,924 bus. in 1937. Grain stocks in local elevators has increased rapidly and on Sept. 21, hit the peak 30,269,000 bus., the highest total reached here in a number of years. Just now the slowing up in arrivals and improvement in shipping operations has caused the storage situation to ease. Last year at this time elevators held 20,138,000 bus.—F. K. C.

Ottawa, Ont., Sept. 22.—The wheat stocks in the elevators in Canada for the week ending Sept. 16 were 101,657,259 bus. compared with 88,174,081 bus. for the preceding week and 65,366,586 bus. for the corresponding week last year. Wheat receipts in the Prairie Provinces for the week ending Sept. 16, 1938, amounted to 21,977,464 bus., a decrease of 7,228,560 bus. from the preceding week when 29,206,024 bus. were marketed. During the corresponding week a year ago the receipts were 10,786,013 bus. Marketings in the three Prairie Provinces for the seven weeks from Aug. 1, 1938, to Sept. 16, 1938, as compared with the same period in 1937 were as follows: figures within brackets being those for 1937: Manitoba 32,751,643 (23,135,038); Saskatchewan 39,097,229 (10,382,872); Alberta 25,714,835 (13,456,613) bus. For the seven weeks ending Sept. 16, 1938, and the same period in 1937, [Concluded on page 288.]

### At the Toronto Convention of the Grain & Feed Dealers Nat'l Ass'n



served tea at the famous Casa Loma Castle where photo was taken  
[See facing page.]



## New Michigan Bean Grades

Effective Oct. 1, John B. Strange, commissioner of agriculture of the state of Michigan, on Sept. 12 promulgated regulations for the grading, packing and shipping of Michigan navy or pea beans.

Every lot of beans sold by a dealer must be graded by a recognized bean inspector of the State Department of Agriculture.

Each 100-pound bag or carload must bear a statement of grade.

The chief bean inspector of the Michigan Bean Shippers Ass'n is the official state grading authority, and the rules of that Ass'n for sampling, grading, appeals and fees govern. Following are the new grade rules:

**Michigan Choice Hand Picked Navy Beans** must be good average color of crop year, sound, dry, well screened, and well hand picked, and must not contain more than one and one-half per cent discolored or split beans and not more than seven per cent of large or medium beans; trace of foreign material not to exceed 1/100 of 1%, allowed.

**Michigan Prime Hand Picked Navy Beans** must be fairly good average color of crop year, sound, dry, well screened and well hand picked, and must not contain more than three per cent of discolored and split beans, and not more than seven per cent of large or medium beans; trace of foreign material not to exceed 1/100 of 1%, allowed.

**Michigan Choice Recleaned Navy Beans** must be good average color of crop year, sound, dry, well screened and must not contain more than a total of two per cent of discolored or split beans and foreign substance, and not more than seven per cent of large or medium beans.

**Michigan Fancy Screened Navy Beans** must be of fair average color, sound, dry, well screened and must not contain more than three per cent of discolored beans, splits or foreign substances, and not more than ten per cent of large or medium beans.

**Michigan Picking Stock Beans** to be of no established grade, with regulations limiting the movement of picking stock between plants within the State.

**Standard Moisture Content** is defined as beans containing not in excess of 19 per cent of moisture between harvest time and January 1st of each year, and not in excess of 18 per cent of moisture thereafter, except that on shipments made prior to January 1st, 19 per cent of moisture shall be permissible. One hundred seventy-five degrees Centigrade is the basis for test. Moisture tester used is to be the Brown-Duvel, being the same as that used by the United States Department of Agriculture. Exact deviations in moisture content from a standard requirement must appear on the inspection certificate of each inspection to establish and protect the grade.

No lot of navy beans may be transported by any mode of transportation without the transporting agent having in his possession on the transporting vehicle the transport copy of the certificate of inspection, or in lieu thereof on lots of less than 200 bags a signed declaration by the shipper that said lots have been inspected.

## Buckwheat Ass'n Meets

The Buckwheat Ass'n, which succeeded the Buckwheat Millers and Shippers Ass'n, had as its first speaker at the annual meeting Sept. 10 at Elmira, N. Y., Philip Rothrock, federal grain supervisor at New York, who presented the results of three years' study of the factors that might be incorporated into a set of rules for grading buckwheat.

P. G. SCHUMACHER, Cohocton, N. Y., said that while the five-year average production as given by the government was 8,569,000 bus. the buckwheat milled from this crop was only about 1,000,000 bus. annually, the balance being either consumed by feeding on the farm where grown or sold for commercial feeding mixtures.

FRANKLIN L. LEWIS, New York, N. Y., "In my opinion, the demand for this year's crop of buckwheat at the start will be very keen, as the old crop has been entirely consumed and none is available. Last year, at this time, a lot of buckwheat had been sold. In 1937, 362,000 bus. of domestic buckwheat was shipped to Europe, and 2,000 bus. of Canadian buckwheat. Since the first of this year, 39,000 bus. have been shipped abroad, of which 23,000 were of domestic origin and 16,000 bus. from Canada.

EMANUEL LESSER, New York, N. Y., said that imports this year from Holland had been made at 55% of the quoted price in the United States, and from Canada at 70% of the same price, after paying freight and tariff charges. The product, either of Polish origin or reshipped from Holland after reaching there from either the United States or Canada, came back in the form of buckwheat flour or as groats.

The consensus of opinion was that in acreage the 1938 crop would run to 106% and that the yield would be 83%, or 5,672,000 bus., which is considerably under the federal government's forecast on Sept. 1, of 7,194,000.

The old officers were re-elected: George V. Dayton of Towanda, Pa., as president, and P. G. Schumacher, of Cohocton, N. Y., as secretary-treasurer.

About 100 were in attendance.

## Dust Explosion in Enid Elevator

A dust explosion in the grain elevator of the Pillsbury Flour Mills Co., at Enid, Okla., at 9:30 a. m., Sept. 17, blew the tops off two concrete bins, split the concrete walls of the two tanks and the interstice almost to the foundation, and blew out part of the wall of the conveyor gallery over the tanks.

No one was injured and there was no fire. The machinery had just been started to begin placing wheat in one of the bins.

The gallery was well ventilated and the

plant was kept clean of dust, or the damage might have been much greater. Regular operation of the plant was not interrupted; and repairs were promptly begun by the Jones-Hettelsater Construction Co., which had erected the elevator.

## From Abroad

**Brazil** will require the addition of 2 per cent of mandioca flour to domestic and imported wheat flour, effective Oct. 1. Later the percentage may be increased.

**War risk insurance** was quoted by London Sept. 27 at 5 cents per bushel on wheat from Australia and India thru the Suez Canal. All risk marine insurance on shipments to Germany were canceled.

**Belgium** has raised the duty on wheat 10 francs, making it 20 francs a quintal, or about 18½c per bushel. By decree millers are required to grind 25% of domestic wheat after the first week in October, and to do so more strong wheat must be used in the grinding mixture.

## Government Telegraph Tolls Unjust

The Texas Grain & Feed Dealers Ass'n through its Secretary-Treasurer, G. E. Blewett of Fort Worth, calls attention to the fact that at this time the telegraph companies are compelled to handle all governmental telegrams at 40% of the commercial toll, this being a result of the "Post Roads Act" of 1866 which granted the telegraph companies the use of Post Roads and the privilege to cut poles on government land adjacent to these roads for construction purposes.

Since the telegraph companies have not used the Post Roads for many years nor have they used any poles off of government property, no reason can be advanced for any such reduction in telegraph tolls.

You should address the Federal Communications Commission requesting it to take steps to allow telegraph companies to collect commercial rates on government telegrams. This may result in justifying the telegraph companies to lower the commercial rates, or at least justify them in not asking for any advance in commercial rates.

**Twenty-four cars** of grain in a train bound for Duluth were wrecked near Bena, Minn., Sept. 9 when a wheel of the tender came off. Rain fell all day on the oats and wheat spilled from 22 of the cars that telescoped. Loss over \$15,000.



Part of Wall and Roof of Cupola of Pillsbury Flour Mills Elevator at Enid, Okla., Blown Off by Dust Explosion Sept. 17.



# The National Ass'n Convention at Toronto

Notwithstanding the disturbing war news and the crippling of all transportation facilities serving the north Atlantic states by hurricane and floods the grain dealers began arriving at Toronto early Sunday morning to help celebrate the forty-second anniversary of the Grain & Feed Dealers National Association. Many drove and of course brought their better halves to enjoy the beautiful scenery along the way.

One outstanding feature of this annual convention was the more general recognition by the membership of the advantages of group meetings started with a breakfast or a luncheon. In each gathering the subject matter to be discussed was so clearly and definitely announced that every dealer quickly determined in which meeting he would find most of interest. These group meetings brought together around the luncheon table men who had definite ideas on the problems presented and the open sessions encouraged all to participate in the discussions.

Naturally many interesting and helpful suggestions were obtained from the experiences and convictions of different participants. These heart to heart talks proved of such deep interest to those who had been drawn into the discussions that all stayed until the session was adjourned.

This was the first meeting of the ass'n to be held on foreign soil and it was a complete success in every feature. It will long be remembered by those who were so fortunate as to attend.

The 42nd annual meeting of the Grain & Feed Dealers National Ass'n was called to order in the commodious Convention Hall of the Royal York hotel, Toronto, Ont., Monday morning, Sept. 26, by Pres. O. F. Bast of Minneapolis, who asked the Rev. Dr. Murdock MacKinnon of the Runnymede United church to deliver the invocation.

RALPH C. DAY, mayor of Toronto, in person, welcomed the dealers in a most pleasing address that won frequent applause.

F. P. HEFFELFINGER of the Monarch Elevator Co., Minneapolis, responded with a review of the cordial relations existing between the grain dealers on both sides of the international boundary and the part played by Americans in the development of the grain trade of the Prairie Provinces.

E. H. SEXAUER, first vice president, of Brookings, S. D., took the chair and called upon President Bast to give the Ass'n an inventory of the grain trade. Pres. Bast's able survey of the problems confronting the grain trade follows:

## Annual Address of Pres. Bast

There are few places on this earth where you may go from one country to another without the feeling that you have become a "foreigner." It is at once the miracle and the blessing of North America that hundreds of us have come from the United States to Canada in the past two days with no feeling that we crossed a border.

We are here among people who talk our language, and we meet the same friendly hospitality that we knew in all our American host cities. We visit with men with whom we have intimate trade relationships throughout the year; we find we can discuss a trade situation that is in many respects similar in both countries. We warmly greet these friends in Canada, and offer them our sincere thanks for their hospitality.

As president of the National Ass'n, I am expected to sound some theoretical keynote. And lest this keynote be found off-tune, let me hasten to assure our Canadian hosts that we do not come as exiles because of any political or economic misbeliefs at home, nor do we

have any wish to embarrass your hospitality by damning our own economic enemies from a Canadian platform. Rather we come with a desire to exchange information, to review the peculiar situation in which private business finds itself today, and to plan a trade program for the coming year. And then, of course, we come to partake of the entertainment that your Toronto committee has generously provided, and during that entertainment to meet old friends and make new ones.

Before this program is ended you may hear informal and caustic reference, among some of our visitors, to what they may call crack-pot economics at home. If they talk to you about a newly discovered path along which we are being led to wealth without work, or if they insist upon discussing plans whereby we shall gain prosperity by the simple process of increasing debts, please remember that we talk in the strange idiom of a people who just now prefer theoretical Utopias to demonstrable facts.

Among the older members of this National Association here today are men who have spent their time of business life in this trade. They are the leaders of our trade; men who have made modest successes; men who realize that a national trade association program is necessary under any and every condition. They come to these conventions for two reasons: first, because they feel responsibility for the general welfare of the trade; second, because they have made many friends in their business dealings, and want to refresh those friendships.

This is September of 1938, near the end of a decade that probably will go down in history as the "Terrible Thirties." In this decade we have seen the deepest depression in our history; we have seen more people unemployed and depending upon public relief than ever before; we have seen the evolution of a new type of warfare—undeclared warfare; we have seen our public debt jumping to astronomical figures, and bringing with it the question whether it will eventually be paid or repudiated; we have seen the economist and the business man overshadowed by the self-appointed messiah, wildly pointing toward some strange Utopia; we have seen whole nations and groups within

nations dedicate themselves to the false philosophy that might makes right, and that wisdom comes thru the counting of noses in elections. Surely we are passing thru strange years, when it seems that some leaders have developed a passion for defeat, and when the whole world is intrigued with the dream of wealth without work.

In the confusion of these times it is not strange that our trade, like others, has often been faced with what seemed unanswerable questions. There have been times when valuable time had to be spent on purely defensive tactics, and even times when we were discouraged by the fulminations of irresponsible enemies. If we do not know our own weaknesses by now, it cannot be charged that politicians have not pointed them out to exaggerate them. Let us review some of our assets and liabilities, and seek some definition of the path that lies ahead for the trade.

One of the oldest charges against us is that we are middlemen, taking toll between producer and consumer; and the charge is true. But only illiterate persons can imagine our complex society living without transportation, distribution, storage and processing. Every person in the necessary chain of distribution is a middleman, and I include even the farmer in this, for, unless it is denied that a good Creator puts the first value into the seed, then all others are merely agents toward the production and distribution of food and feed. Each in his way contributes value to the product; the farmer first, then the country dealer, the railroad system, the storage plants, the processors, the bakers, and the manufacturers of finished products. No one has a prior claim in the creation of value. Therefore, we ARE middlemen, and middlemen will continue to be absolutely necessary unless there comes a day when politicians commit hari-kari and send us all back to the primitive basis of barter between individuals. So, the charge of being middlemen is no liability at all, and that item can be erased.

But as middlemen are we serving society efficiently? That is a fair question, and becomes one liability if we cannot answer it affirmatively. Here we have whole volumes of evidence in our support. In Canada and the United States grain is handled more efficiently at less cost per bushel, than in any other country. Our system of bulk handling of grain is being rapidly copied by many nations. Our system of futures marketing is used by people and by merchandisers thruout the world; it makes valuable contribution to the efficiency of our system of marketing. It has often been claimed and, as far as I know, never denied, that we handle grain from the producer to the consumer or processor at a lower cost than any other product is handled from farm to consumer or from manufacturer back to the farm. Socialistic schemes proposed for marketing grain have been tried out, but they have invariably failed because they could not reduce the already low costs of our present system. Let us answer this question with a positive "yes," for we DO serve society efficiently thru our trade. We may move this item from the possible liabilities to the positive assets in our statement.

Granted that we do a necessary service and that we do it most efficiently, let us answer another point that is often incorrectly placed as a liability on the trade balance sheets. Do we subscribe to fair rules; are we committed to the idea of fair play?

Fair Play. This National Ass'n is forty-two years old this week. It is an old organization, as organizations go in the states. Leaders in our trade, as members of this Ass'n, decades ago agreed upon fair trade practices, and wrote them into trade rules. We had adopted our



Pres. O. F. Bast, Minneapolis, Minn., Re-Elected



own code of business ethics long before governmental agencies became interested in that field. We insisted upon fair grades and honest weights; we set up the system of trade arbitration that today is the oldest practical arbitration system functioning in the United States. Every trade and profession has its sharpshooters, those occasional wolves of commerce who sacrifice ethics to expediency. It is to the credit of this trade that it was among the very first to start policing its own members. That means that the sense of fair play and honest dealing is marked within our trade. Here again we find an asset among the items that some would claim to be liabilities.

We are not opposed to rules and regulations by government; rather, we welcome them in many instances. But there is a great difference between rules that regulate and rules that restrict. The school teacher may find that whispering in the class room interferes with study, so a rule must be made. But if the rule is drawn to prohibit all talk during school hours it will be necessary to conduct recitations in sign language. Too many of the rules drawn for our trade have ignored practical needs, and have tended toward hampering restrictions. We can be specific.

**Lien Burden on Grain Buyer**—In the states the country grain buyer is the victim of a system of imposition grown up around liens and mortgages. He must be responsible for seed liens, for crop mortgages, for labor liens, and for threshermen's liens. If he makes a mistake in his unwanted task he often must pay twice for a lot of grain. Now the federal law makes him responsible for collection of penalties on wheat marketed in excess of quotas, if and when quotas are in effect. It is a wholly unfair and unwarranted imposition of government rule, looking suspiciously like avoidance of political responsibility. Here is an admitted liability in the trade, an increase of our cost of doing business, but it is a hazard forced upon the trade, and surely not of our own design.

**Trucker Peddlers**—Another liability that we must face is the growing threat in unregulated competition from trucker-peddlers. We have no idea that trucks should be penalized unduly for use of the highways; no feeling that they should be excluded from the buying, transporting, and selling of grain. We cannot oppose beneficial change in our business, but we can and do oppose unfair and unregulated competition. In an important program this afternoon this subject is to be discussed fully, and we hope that this meeting will develop suggestions which can be made the basis for national action. This competition is a liability of first importance.

**Collectivism**—It seems to me, however, that the greatest liability for our trade as a whole is the tendency toward collectivism. In the states it seems probable that the next session of Congress will see strong pressure for price fixing on basic agricultural commodities. Of course, we know that such a policy could not stop with a few products. Political pressure eventually would tend toward price control of all things produced and used, until the national life would come under the tyranny of dictatorship-in-fact, whatever name it be called at the time. I personally feel that this pressure for price fixing will rise in about the same proportion as the fall of support for the present A.A.A. scheme, and there are various signs that the Triple-A is experiencing its days of trouble.

I think we should measure the chances under price fixing in our trade. Futures marketing would be crippled, if it could survive at all, and government would have to assume the risks of merchandising losses. Eventually, it seems price fixing would lead directly toward government-in-business in the grain trade, for bureaucrats would demand control where they have to assume losses. The political winds of 1938 to 1940 may blow aside some of this collectivism, but in the mean-

time we must be alert against this greatest of our possible liabilities.

So, in appraising the grain trade today from its own inventory sheets, I would conclude that it is economically necessary, practical and efficient, managed by men who have high regard for fair trade practices—these as assets. Then I would have to write down the liabilities of governmental rules too often destructive, the danger of unregulated trucker competition, and the possibility that the trend toward collectivism has not yet run its full course. Balance these items and we cannot escape the conclusion that, like any other business or trade, we are able to perform efficiently and fairly if the economic opium smokers and the political power grabbers can be side-tracked long enough to allow business people of the world to go about their jobs. Therefore, I am unalterably opposed to the destruction of our present system of marketing until a better and more efficient one has been proposed.

Before I be misunderstood let me say here that we have fine respect for the many men of governmental agencies in the states who sincerely try to find the most practical applications for the product of politicians. We have worked closely and sincerely with many of the officials of agricultural agencies, and almost invariably have found them willing to consider practical suggestions.

This brings me to the discussion of what seems today one of our best, if often unused, assets. Some individuals of our trade have proven to us the futility of calling names. We have had little relief, beyond the relief of the spirit, when we used Biblical terms in reverse order to describe some political proposal for our trade. Usually it has gotten us exactly no benefits.

This last year our Board of Directors met in Dallas and discussed this method of contact with the federal agencies. We had long ago seen the need for a closer contact between a National Association and the national governmental agencies dealing with our trade. The opportunity was accepted, and the first of this year we joined in the support of an office in the nation's capitol. Since that time we have found many surprising values in this idea of frequent and friendly contact. It is impossible here for me to measure the bene-

fits that this office has brought to our trade, but I can assure you that your officers insist that the work be continued.

This new project has brought out the need for further change in our National Ass'n set-up. We now have a source of prompt and dependable information about national events. Our problem now is to move that information on to our membership more quickly than it has been done in the past through our printed publication issued on stated dates. Our Directors at their business session last night considered important changes in our information system, and it can be said here that these changes will be worked out gradually but definitely in the months ahead. This does not infer that members will be deprived of the important printed lists of members, for that is to be continued. Neither does it mean that any obligations as to subscriptions will be repudiated. Our proposal is for the extension of our information service, not for its contraction. The speed with which the change is made will depend upon our financial ability to carry it through without accident.

Now, may I say in closing that I have a deep appreciation of the work that our officers and com'te members have contributed in the past year? In the name of the whole Ass'n I offer them our thanks. It is the attribute of these leaders that they voluntarily accept extra work for the whole trade without any pay and without sufficient recognition.

I wish to thank the many grain publications for having given our Association and this convention so much favorable publicity from time to time.

W. J. DOWLER, past president of the Winnipeg Grain Exchange, commented on the friendly relations existing between the dealers of Canada and United States. He welcomed the grain dealers to the Dominion most cordially and expressed the hope that some day Winnipeg might have the privilege of entertaining the Grain & Feed Dealers National Ass'n. He introduced Major H. G. L. Strange of Winnipeg and told of the high esteem in which the Major was held by the entire grain trade of Canada.

MAJOR H. G. L. STRANGE of the Searle Grain Co., Winnipeg, discussed the Wheat Problems of Western Canada. His address is published elsewhere in this number.

## The Wheat Problem of Canada

By H. G. L. STRANGE, director agricultural research, Searle Grain Co., Winnipeg, Man., before Grain & Feed Dealers National Ass'n

The wheat problems of Canada are inextricably intertwined with the wheat problems of the United States; indeed, with the wheat and other problems of almost every country of the world.

**The long time average yield of wheat in Canada**, over some 60 years, has been sixteen and three-quarters bushels to the acre, which would mean a normal annual production, on the acreage we now have in wheat in Canada, of about 420,000,000. Four hundred millions of this would be in the three prairie provinces of Alberta, Saskatchewan and Manitoba and twenty millions in Eastern Canada; moreover, of the 420,000,000 there would be included about 20,000,000 winter wheat and 20,000,000 durum wheat, the balance being hard red spring wheat.

With that amount of production, Canada itself, for seed and feed, and for bread and cereals for the people of Canada, requires about 110,000,000 leaving, therefore, on the average from our present acreage, about 310,000,000 bus. we would have for export to the ninety-two countries of the world which usually take Canadian wheat and flour.

**Production**—Yield per acre, in the main, is

governed by rainfall, and Western Canada, being a semi-arid area, in common with other areas of that kind in the world, has a very irregular rainfall. We have found, from our studies, that the rain that makes the crop is that which occurs, first of all, in the months of August, September and October, or immediately after the crop has been cut. Then next the rains that occur during the growing season months of April, May, June and July. It is not considered, from studies made, that the snow which falls between the first of November and the first of April on the average is of much if any benefit to the crop, excepting, of course, that it is nicer to have a covering of snow than to have the land bare and subject to soil blowing.

On the average over the West we find that it requires about four inches of rain in the fall months, and about eight inches additional rain in the growing season months, or a total of twelve inches altogether, in order to produce the average or what we might term the normal crop of wheat, sixteen and three-quarters bushels to the acre.

**Rust**—For 5,000 years, and perhaps for much longer if we only knew of it, rust has



taken a tremendous toll from the wheat crops of the world, and about every seven years or so the yield of wheat, in Manitoba and Saskatchewan at least, has been considerably reduced by the dread scourge of rust. Rust now, however, it seems for the first time in five thousand years has been conquered, because the scientific plant breeders of the United States and Canada have produced rust resistant varieties of wheat. Thatcher, that came from the United States, Minnesota in fact, Renown and Apex from Canada, Renown from the Dominion Experimental Farms and the Rust Research Laboratory, and Apex from the University of Saskatchewan. Incidentally, the work of these plant breeders saved Western Canada this year, I have calculated, at least \$35,000,000 and in a year of bad rust, such as occurred in 1935, the saving would be perhaps \$100,000,000. Money, therefore, it seems, spent on scientific agricultural research is a wonderful investment that returns remarkable dividends to farmers and so to all the people of the United States and Canada.

By next spring there will be sufficient seed of these new varieties to supply every farmer in the rust areas of the West who cares to use it. Rust, therefore, it would seem, is no longer a factor to be considered in yield per acre.

**Frost** has always been an important agency that has reduced yield somewhat and more than yield—quality. To a considerable extent, the risk of loss from frost has been overcome again by the production by the scientific plant breeder of earlier varieties, such as Garnet, Reward and Red Bobs.

**Sawflies** have, in the past, caused considerable loss, but methods have now been perfected by scientific agriculturists so that any farmer who so wishes can reduce the damage from sawflies almost to nothing.

**Cutworms**—Methods of control have been worked out so that a large part of the damage from cutworms can be obviated.

**Wireworms** are difficult to deal with, for not very much is known about them yet. Our scientists are energetically working with them and it is hoped that some methods of control may eventually be developed.

**Root rot diseases** are caused by bacterial and fungous forms of life, which attack the roots. There is much more to be learned about these diseases, and some authorities have estimated that over a term of years, root rot diseases take as big a toll in bushels as does the rust. The use of mercurial dusts for treating the seed—Ceresan and Leytosan—and the use of ammonium phosphate and triple-superphosphate fertilizers, it has been found, do much to strengthen the roots of the plants and so help them in overcoming at least some of the damage from root rot diseases.

**Hail**—Insurance is the only safeguard for a farmer against hail.

**Grasshoppers**—Most excellent control plans have been worked out by our Dominion Department of Entomology, supported by our Dominion and Provincial Governments, but it would seem from this year's epidemic of grasshoppers, which came mainly from the United States, that more international co-operation between the United States and Canada would have to be exercised, and that more funds will have to be allotted for the control of these pests. Some people have facetiously remarked that the grasshopper invasion from the United States was part of the substituted exports that Mr. Wallace has promised us!

**Soil blowing** is mainly the effect of drouth. When dry years come along, soil blows. When the wet years come, in general soil does not blow. However, some methods of control, along the lines of strip farming, have been developed that enable summer fallow or bare soil to be controlled to some extent, but not altogether, even in dry years.

**Wet harvests** occasionally occur, but not very often. These do not reduce the yield per acre but tend to lower the quality of the wheat.

**The Crop Testing Plan**—Canadian plant breeders, however, are producing better varieties, and it has been found, in addition, thru the medium of a novel method of crop improvement, termed the Crop Testing Plan, that about 40 per cent of the Canadian western farmers are not yet using the good varieties that are even now available to them. Western Canada, therefore, has quite a big field for still further improvement in the quality of her wheat.

In 1929, Mr. A. I. Searle thought that those who handled the farmers' grain on the one hand, and who on the other hand came into contact with the foreign buyers of that grain, might and should do something to help the farmers turn out a better product and so make more money from their efforts, for improvement in quality, Mr. Searle thought would at the same time make Canadian wheat more saleable. This happy thought of Mr. Searle's bore fruit in the forming in 1930 of the Research Department of the Searle Grain Company, of which I was asked to be director. After a number of conferences between Dr. I. H. Newman, the Dominion Cerealists, who had had a wonderful experience in crop improvement work as secretary of the Canadian Seed Growers Association for twenty-five years, and myself, there was finally evolved what is now called the Crop Testing Plan, which is becoming very widespread, for soon after 1930 six other of the leading elevator companies in Canada joined the plan and no doubt, as time goes on, other grain companies and milling companies will become a part of it.

Today, from the Searle Grain Co. it has branched out to include the Alberta Pacific, the British America, the National, the Northern, the Midland and Pacific, the Federal and the Home Grain Companies, comprising sixteen hundred and eighty-five elevators, which cover completely the whole of the Prairie Provinces.

Important grain and milling companies in Kansas have started the Plan under the direction of Dr. John H. Parker, well-known plant breeder of Manhattan, Kansas, and I am informed that the states of Nebraska and Oklahoma are now laying plans to start this coming spring, and that certain milling and grain companies in Minnesota already have the Plan in working order. Besides this, Russia is working with it. Three years ago they sent a special official to this country to learn about it. Australia and the Argentine are working with it, and, I am informed that just before the war with Japan started, China had taken steps to use the Crop Testing Plan as a method for the improvement of wheat and rice in that country.

It will be seen, therefore, that the long experience and the visions of Mr. A. I. Searle and of Dr. I. H. Newman have formed a substantial contribution to the welfare of farmers

in Canada, the United States and, indeed, the world over.

**The plan operates very simply as follows:** Each elevator agent, during the fall and winter, takes a small sample from each wagon-load of wheat delivered to his elevator. The sample is placed in an envelope, on which is marked the grade of the grain and the variety the farmer considers it to be.

In the spring, these samples are sent to central testing points, called District Plots. Here, two rod rows are seeded from each sample, and a small stake is placed in between each of the two rod rows, and on the stake is marked the farmer's key number (not his name, so that if it is a bad plot the farmer will not be embarrassed in the presence of his neighbors) and the name of the variety given by the farmer.

I might say here that the land for these plots—it usually requires about one acre—has always been, with hundreds of them in the last seven years, cheerfully given without pay by the farmers, and that all the plots are seeded and weeded and managed by the elevator agents themselves, in their own time, after hours, without any extra pay.

When the heads of the plants have appeared, and if possible, when the earliest varieties are turning color, a field day is held at the plot, and farmers and business men and elevator agents from far and near are invited to be present.

**Government professional plant breeders** go thru the hundreds of samples, each sample, you will remember, representing an individual farmer's field of wheat; and they analyze the plots by noting the different varieties contained in each plot. According to the mixtures or impurities present, the plot is classified by the cerealists as "A," "B," or "C." "A" meaning that the stock represented by the sample is good enough to be used for seed by the farmer himself or by his neighbors, "B" meaning that it is beginning to become somewhat mixed, therefore the farmer would be well advised to lay down what we call a seed field on his farm, which means that he should take five, ten, or twenty acres of his best summer fallow and should sow this with the very best registered or certified seed, sealed in the sack, that he can obtain, and of a variety recommended for his district. Should, however, the plot classify "C," it means that instead of consisting of one good variety, it consists of mixtures of varieties or of old fashioned varieties that are low in yield and quality. At all events, it means that the farmer is losing money, both in yield and grade, and in addition, is harming the quality of Canadian wheat on the world's markets as long as he grows that kind of material.

A farmer having a "C" classification is recommended not to use his grain for seed again, but to secure some better stock from one of his neighbors who has been found to have "A" stock, and in addition, of course, he is recommended to lay down a seed field on his farm on a small acreage.

The Plan works, and works well. That most definitely can be said. In eight years, 90,000 farmers' fields of wheat have been tested at 100 different central plots each year. Twenty-six per cent of the samples have been found to grade "A," 32 per cent have been found to grade "B," and no less than 42 per cent to grade "C," so that, if Canadian wheat today is the best wheat in the world, there certainly is room for a great deal of improvement; that much is sure.

After the classifications have been made, the Crop Testing Plan fills out a certificate form, and sends it to each farmer, notifying him of the classification of each plot and setting out the steps which he should take to remedy his difficulty.

Each agent, of course, has a list of the classification of the samples of his customers, and it is the agent's duty, during the course of the winter, to try to persuade farmers having



Major H. G. L. Strange, Winnipeg, Man.



"B's" and "C's" to secure some better seed, either "A" stock from their neighbors or some registered or certified seed, sealed in the sack from professional seed growers, members of the Canadian Seed Growers' Association.

In order to assist farmers to secure seed at moderate prices, the Crop Testing Plan makes contracts with a number of the very best seed growers, by which the latter produce seed at a moderate premium. The railroads pay half the freight to the farmer, and the Dominion Government, for the last few years, has been absorbing the other half of the freight, so that such good seed travels at no cost either to producer or to consumer.

Then the elevator companies connected with the Crop Testing Plan supply the services of their agents and superintendents and some head office personnel free to the Crop Testing Plan to help in distributing the seed, and loan substantial sums of money each year so that the seed may be purchased from the seed growers.

The Crop Testing Plan then attends to the transfer of the seed from the seed grower to the local elevator and all without any profit.

In seven years well over 4,000,000 bus. of "A" material and 250,000 bus. of registered and certified seed, sealed in the sack, has been transferred thru the medium of the elevator agents and their superintendents to farmers having "B" and "C" classifications. Well over fifty per cent of those having "C's" have obtained new seed from elevator agents, and in addition certainly an additional percentage have obtained good seed from other sources.

It will be seen, therefore, that all in all this can be described as a very fine practicable and workable piece of co-operative effort between the Dominion and Provincial Governments, universities, schools of agriculture, elevator companies, seed growers and farmers. All to bring about an increase in the income of farmers and an improvement in the quality of Canadian wheat on world's markets.

Canadian wheat today is purchased on the markets of the world on the "Certificate final" issued by the Board of Grain Commissioners. Canadian wheat is bought and paid for on this paper certificate without the buyer seeing even a small sample of the grain, which says much for the high reputation the Board of Grain Commissioners have won for the important functions they perform.

**CANADA'S DEPENDENCE UPON WHEAT**—I will simply state my own conclusion which is that Western Canada, with a population of two million people, has no other way of making a living, as a whole, excepting than by the production of wheat, and from approximately the acreage now in crop, which is about 24 million. That the whole economic structure of the country, the railroad, the good roads, the schools, universities, municipalities, governments, hospitals, villages, towns and cities, together with all the retail and wholesale services of the merchants, and the professional services of doctors, lawyers, and so forth, or in other words, all that constitutes our present standard of living, can only be maintained, as it is today, if about 24 million acres of wheat is maintained in production.

**The A.A.A. Subsidy**—We all noted with much concern the other day that our friendly neighbor, the United States, announced that she would endeavor to subsidize exports of wheat on the markets of the world in order to force back some Canadian wheat, and to give the right of way for some of her own. I suppose that with her great wealth, the United States could easily attain this object, against her poorer neighbor, Western Canada, which has but 2,000,000 people, or even against the whole of Canada which has but ten million people.

Certainly, I for one am most firmly convinced that the whole future of the 2,000,000 people in Western Canada depends upon their ability to sell more wheat than we are now selling on the markets of the world, and that this can only be brought about by a lowering of

the tariffs of the world, by a reversal of the evil policies of "nationalism" and "self-sufficiency" that now grip the minds of the people of the world, so that wheat can freely flow to other countries and be exchanged for the goods that farmers need.

But there is one other, and a much more important beneficial effect that the tearing down of restrictions against trade would have, and that is in the promotion of the Peace of the World.

My study into the history of wars, and the causes of wars, convinces me for my own part, that wars are fought, and ever have been fought, and may be fought again, simply because countries that have obtained possession of lands which produce the good things of the world, foodstuffs, minerals, oils, and other essential products, make it difficult for those who have not these good things, to obtain them through the peaceful methods of trade and commerce. It seems to me that the clear lesson of history inevitably tells us that in this world we must be willing to share, on a fair basis, with those who need them, the goods and products that favorable geographical location enables us to produce, and that if we restrict the ability of others to obtain and to enjoy such fruits of the earth, by means of peaceful trade, i.e. the exchange of goods and products, that the inevitable result will be again, as it ever has been in the past—War.

But how sad; how pathetic; how mad; how stupid it all seems, particularly if we will remember that by permitting others to have access to our goods and products freely, that others in turn will reward us with the thing that we in turn need, and so all of us will be benefited.

## Tuesday Morning's General Session

The second general session of the ass'n was called to order Tuesday morning in the Concert Hall by Pres. Bast, who introduced Geo. E. Booth of Chicago.

MR. BOOTH explained that he made no claim to being a loan expert but the assignment had been wished on him. He said:

## Government Crop Loans

A discussion of the crop loan program is impossible without reference to the greater program of which it is a part. The Administration program goes under the name of the Ever-Normal Granary, and it combines soil conservation, acreage control, marketing quotas, crop loans, parity payments and export subsidies. In this confused list of legal controls over agriculture, the apparent goal or purpose is regulation of American agriculture production to the point where there shall always be enough of a given crop for domestic needs, and for minor exports. It includes the idea of building up, probably in government hands, of a reserve supply to protect against years of short crops. It is the plan of Joseph in Egypt, jazzed up by the phraseology of modern political expediency.

The crop loan is intended as a protection for the producer against low prices. Prices are sought for the farmer which will give him the buying power he had from 1909 to 1914, or so-called parity prices. Through the whole Farm Act of 1938 there runs repeated reference to parity price of crops. Loans are figured on parity price figures; acreage control tends toward conditions that would bring back parity prices; Congress even appropriates funds which are to be given to the producer as direct gifts in the name of this parity price.

As a trade we have no quarrel with any sound program to give our farmer-customers economic parity with men in industry. We have heard men of this trade, speaking before conventions of this National Association, emphasize our tariff history and its damag-

ing effect upon agriculture. We have been in favor of any farm relief that could come in the nature of equal opportunity for agriculture. But we have been bewildered by the activities of those who sought to put the government in the grain business under the cloak of farm relief.

**Crop Loans:** I am concerned with those points where the loans touch upon, and influence, the normal marketing of grain. Because we have had two months' experience with loans on wheat, with only broad indications of the probable loan on corn in November, this discussion will be directed toward wheat loans. Last year at Dallas, we had a masterful analysis of the effect of government interference in cotton production and marketing. We have reason to believe that the corn loan this winter will have some features different from past corn loans. But wheat loans are now under way, and we can measure some of their effect. I want to stick fairly closely to wheat.

Let us set up two pictures of this wheat loan, the first a pessimistic picture covering about the worst that could happen to us under this program; then another picture of at least mild optimism and hope.

Under conditions of the average year, a federal wheat loan would be expected to set a floor to the market price; that is already true in some sections under the loan this fall. Under the loan program there could gradually be built up, either actually in government hands or under government loan-control, reserves of wheat which, under future conditions of higher price and lowered supply, could be moved to market with depressing effect upon prices. This would, in turn, tend to set a ceiling to the market price of wheat. The range between floor and ceiling might be fairly narrow, so narrow that it would make processors content to buy from hand to mouth and avoid investment in forward supplies.

Wheat that is harvested in the United States in a few months must be owned and stored until it is consumed or exported. In the past this has been possible under the futures marketing system. It is a system that admittedly has reduced the cost of moving grain from producer to consumer. The system has depended upon a public willing to invest in grain for future delivery. But this investing public will likely stay out of a market where federal agencies may set the floor price by loan, and the ceiling price by sales, and where they would have to match



George E. Booth, Chicago, Ill.



their judgment of an investment against the whims of governmental bureaus subject to the shifting winds of politics. Some of our trade people profess to see this effect already settling upon our futures markets, so that liquidity of the market is at times threatened.

**Fixed Prices:** Should our futures marketing system be handicapped or crippled by the loan program, there is likely to be a demand for fixed prices, determined by some governmental agency under statistical rules, or determined by political agencies reflecting the pressure of farm groups. Fixed prices mean monopoly, and monopoly means the death of competition as we now know it in the trade. The picture that would grow out of the crippling of our futures markets is not a clear picture, but it is one that must include the drab shadows of government-in-business, with highlights of political tricks in the guise of business, and increasing tax loads for a long-suffering public.

Too many of us know from the experience of recent years that there are many influential people in and near government agricultural agencies who sincerely want the federal government to build, own and operate its own physical facilities for grain storage; who think the government should set the price for grain as well as control the grain acreage and set limits on the marketing by the producer. This is the pessimistic picture, but it is a picture with enough probability or possibility that many grain men have used it as their favorite nightmare for some years.

On the other hand, a more optimistic picture lies in the certainty that political winds frequently change directions, and that the collectivism of yesterday may soften again to the forms of practical democracy. There is without question a growing realization of the low-cost efficiency of our present grain marketing system. Practical men in politics and government realize that no governmental experiment has reduced, or is likely to reduce, the cost of handling grain from producer to consumer. There is also a growing knowledge that government in business crowds out taxpayers in business, and taxpayers are going to be rather necessary in the years ahead.

We may not agree with many of the features of the crop loan program as written into law by the last Congress, but we can sincerely and frankly pass our compliments to some of the officials who have had the administration of the program. Our trade groups, including this National Association, have never met with better cooperation from federal agency officials than in this year. Men from the private trades have sat in frequent conference with men from the grain cooperatives and men of the federal agencies, and the government men have found all the trade groups agreeing upon broad principles of prac-

tical operation of the loan program. It is to the credit of these government men that they have been interested in getting trade counsel, and that they have often accepted our practical suggestions.

**The loan price** this week is above the market price of wheat in many market centers, but the federal agencies have repeatedly pointed out that this program must be considered as a "loan" program, and that it is definitely not intended as a purchasing program by means of the loan. They are utilizing the facilities of the trade for storage of loan wheat. Once they have gathered the desired wheat reserve, it is at least hinted that they will let normal marketing of wheat proceed, although at a reduced flow from controlled acreage. They do not openly profess any desire to destroy the futures marketing system, nor to replace the present trade by any huge governmental grain bureaucracy.

Let us assume that federal agencies will continue to be, as now, offered by men who either have had practical trade experience, or who are awake to the need of frequent and friendly counsel with the trade. Assume that we of the trade will, through our recognized trade associations, continue to give the federal agencies every friendly counsel and assistance. Then we may hope to work out some practical solution of this whole tangled problem of farm relief and grain marketing as we proceed with the trial of the present loan program.

In this more hopeful situation, however, we must be quick to recognize the possibility of further change in the fundamental terms of legislation. The agency officials who are seeking practical solutions under the present law must still follow the exact letter of the law, and January will bring another Congress and another flood of farm relief proposals. Whether the loan program of today may be in effect in the Fall of 1939, is dependent upon the temper of both the Congress and the producers, and there are many signs of revolt against the present farm law.

**The wheat loan** is available only to those producers who complied with soil conservation practices this year. Since the actual wheat acreage planted with some seventeen million greater than the allotted acreage, it follows that many farmers have been unable to get loans. Of those who are eligible for loans, some have produced wheat which, because of drouth or rust, could not meet the grade requirements of the loan. Here there is a great body of discontented producers to add to that disappointed group who demanded that the loan price be high enough, from the first, to constitute what they termed a fair purchase price for wheat.

**Red Tape:** There is also some hesitation now by producers who feel that the loan is

surrounded by unnecessary red tape. Wheat must be stored in federally licensed warehouses, or warehouses individually approved by Commodity Credit Corporation, before it is eligible for a warehouse loan. Where this grain has to be shipped from the farmer's home station to some distant approved storage, a variety of documents must accompany the loan application. There must be the certificate of compliance from the local County AAA Committee, and their letter of transmittal; there is a tedious form called the producers note and loan agreement; there must be an inbound inspection certificate; the weight certificate; the protein analysis; the freight bill itself or a statement that it is retained and transit privileges kept alive, and there must be indicated the number of the actual freight car in which the grain was shipped from the producer's station. Commission companies in terminal markets have done an excellent job in getting these papers ready for the loan application and in facilitating the loan, but there are still many farmers who are having trouble preparing their necessary papers and getting their loan cleared. It is our belief that large amounts of wheat are being held in position where they can be put under the loan before the first of the year if market prices continue low, or where it can be easily sold under favorable conditions without necessity of the paper-work necessary under the loan.

**Seven Cents for Farm Storage:** As all know, the federal agency allows the farmer seven cents per bushel additional on farm stored loan wheat. This is virtually a payment to the farmer of seven cents storage in case the government finally becomes the owner of the pledged grain. Because men of the trade have long believed that farm storage of wheat is impractical, and because even government experts have been unenthusiastic about the prospects of farm storage, there is suspicion that this phase of the program was born of political expediency. The farmer getting a loan on farm stored grain, apparently must deliver out to the government, at maturity date of the loan, the same volume and grade of wheat as indicated by the inspector when the loan was made. It will be interesting to hear from the government—assuming such figures will be made public—the percentage of farm stored wheat that grades out in the spring the same as it graded this fall. If, as and when any such farm stored wheat goes out of condition, the loss to the farmer could easily be greater than his gain from the farm storage payment. May I point out the importance of this huge experiment in farm storage of wheat. It is the opinion that, if farm storage can be in any degree justified under this program, the Ever-Normal Granary program for wheat will in the future be more closely centered around the farm storage than it is now. This is indicated

[Concluded on page 260]



Members of "The Circle," Who Keep Each Other Informed of Conditions thru Widely Scattered Sections of the Country, had Breakfast Together Monday Morning, Sept. 26. Seated before the table, left to right are: Otto Bast, Minneapolis, Minn.; Tudor Wilder, Cedar Rapids, Ia.; E. H. Sexauer, Brookings, S. D.; Bert Dow, Davenport, Ia.; B. E. Wrigley, Peoria, Ill.; F. E. Devendorf, Los Angeles, Cal.; John S. Hedelund, Omaha, Neb.; W. G. Haug, Winchester, Ind. Behind the table are: A. S. McDonald, Boston, Mass.; George B. Wood, Buffalo, N. Y.; S. W. Wilder, Cedar Rapids, Ia.; T. C. Crabbs, Crawfordsville, Ind.; H. H. Green, Pattonsburg, Mo.; F. A. Derby, Topeka, Kan.; J. H. Linderholm, Omaha, Neb.; J. F. Moyer, Dodge City, Kan.



## The Commodity Exchange Conference

The Commodity Exchange Conference Luncheon held in the Library was overcrowded with trade leaders from many distant points of the continent.

When the luncheon had been served Chairman Theis proposed a toast to the King and all arose and drank heartily. This was followed by a toast to The President.

CHAIRMAN Frank A. Theis of Kansas City asked each dealer present to arise as his name was called.

Chairman Theis introduced the American Consul General Herbert C. Hengstler of Toronto, who expressed his pleasure at being stationed in Toronto and impressed his auditors with his desire to be of service at all times.

THE CHAIRMAN then introduced Dr. J. W. T. Duvel, Chief of the Commodity Exchange Administration, who told of the work of his Department. In the course of his remarks he said:

### The Commodity Exchange Administration

It is a pleasure to meet with you here and to have the pleasure of renewing my acquaintance with old friends in the Canadian grain trade as well as those from the States.

At the outset, please be assured that I am not going to call on you for reports covering your transactions while at this convention. Neither is it my purpose to tire you with a detailed presentation of the operations in grain futures under the Commodity Exchange Act. However, I do appreciate this opportunity to present two or three points that are of vital concern to us and to the exchanges.

Some of you in the grain and feed trade may think that we in Washington do not fully appreciate your problems or understand your difficulties. By attending a convention of this kind we do get a better understanding of your problems. All are working toward the same goal—the development of grain marketing to the highest degree of service to the nation. I often think there must be something about the grain business which breeds courage as well as resourcefulness, otherwise you would not be meeting here in good fellowship and carrying on in the same good spirit that has always marked these meetings.

We recognize that these are trying times. Some of you may feel that the Commodity Exchange Administration, which I have the honor to head, has added to your difficulties. You have wondered why we have bothered you with requests for more reports when there has been less and less to report. No one likes to make out reports—that goes without saying. But I am sure you would not object to the reports or the supervision which the Federal Government exercises over futures trading if every other factor were such that you could see your way from day to day and year to year. I am also sure that in the Commodity Exchange Act we have an instrumentality through which a much misunderstood and much maligned business can be made understandable and escape some of the unjustified criticism.

It is not my purpose to leave the impression that all of the irregularities and undesirable practices surrounding futures trading have been eliminated. Much more work must be done if the futures trading system is to be free of abuse and public criticism.

A type of activity which has engaged our attention this past year is trading by commodity counselors or by persons who trade for others through power of attorney or otherwise.

At our invitation the officials of many of the exchanges met in Washington on August 1 of this year to discuss steps which might be taken to correct abuses connected with the operations of so-called commodity counselors and those trading for others through power of attorney. Our investigation revealed approximately 600 accounts controlled in this manner. Many of these accounts were small, but some of them reached sizable proportions. During six months in 1937 one commodity counselor operating in a large way had total wheat transactions amounting to nearly 40,000,000 bushels, corn transactions totaling more than 11,000,000 bushels, and cotton transactions totaling 239,100 bales.

Sharp practices were followed by some of these commodity counselors. One of them included in his advertisement a sworn statement of a certified public accountant that every transaction he had closed that year had shown a

profit. The accountant's statement did not include the fact that there were many unclosed trades, the losses of which more than counterbalanced the profits on the closed trades. This practice of commodity counselors' maintaining open opposite positions in the same future is a vicious one which facilitates all sorts of deception.

I was in Minneapolis just after one of these so-called commodity counselors had gone bankrupt. There were dozens of persons grouped around that office—many of them hysterical—who had lost sizable sums. Even though the head of that company goes to jail those people have lost their money and their bitterness over their losses will be directed against the exchanges. If the exchanges are to live practices and methods of this kind must be stopped and this is one of our objectives in which we solicit your cooperation.

**Customer's Funds:** That provision of the Commodity Exchange Act which requires segregation of customers' funds has raised a number of knotty questions, both for us and for the trade. We have tried to be practical in these matters. Based on our experience thus far we believe this feature of the law is tending to raise both the financial and the ethical standards of those engaged in the commission business. We think this is desirable.

**Tipsters:** We believe that the futures markets and the commodity exchanges have suffered loss of public esteem in the past by reason of having associated with them too much of what is known as the tipster element—persons whose sole purpose is to induce the incompetent to get into the market. They not only have lured the innocent into fanciful get-rich-quick schemes, but have done it in ways to make the public feel this is part of the exchange system. We hope that through cooperation with the exchanges we can protect the trading public against these shysters. There are plenty of legitimate and responsible firms in the business to take care of all who wish to trade and where at least honest advice can be obtained.

CHAIRMAN THEIS: In Kansas City the grain trade daily deals with five separate departments of the government, and they keep us busy making out reports.

BARNEY FAROLL, Vice Pres. of the Chicago Board of Trade, extended greetings from his exchange and read an address prepared by President Templeton, who was detained at home by illness. It follows:

### Market Counselors and Other Racketeers

After the precipitous decline in the security markets that took place in 1929 and the demoralized condition that existed in the financial centers of the United States during the depression years, conditions were such that numerous security salesmen, customers' men, and others employed in financial houses, found themselves out of work and unable to obtain employment. A number of these individuals set themselves up as investment counselors and sought to build up businesses for themselves as financial advisers.

Most of these counselors were honest, reputable, and well-posted individuals who were able and who did give good advice to their clients. In discussing this subject, I do not want to give you the impression that investment counselors as a whole are not doing a constructive job for their clients. I think most of them are. They are very conscientious and many are deserving of great commendation for their work.

**Racketeers:** On the other hand, there are some who would not fall within this class and who, for want of a better word, may be called "racketeers" who preyed upon a gullible public. Many of these have held themselves out to be experts in prognosticating price movements in the grain market and persuaded investors to turn over funds to them with which to speculate in the grain futures markets on a basis whereby the so-called counselor was to share in the profits.

A favored scheme at that time was for these so-called counselors to have half of their victims long and half of them short and by this method they were assured of a profit. Naturally, those of the clients who had been fortunate in being on the right side of the market were thus led to believe that they had found a "genius," and they advertised their success to their friends and acquaintances. Those who had lost generally accepted their misfortune and said nothing.

The Chicago Board of Trade soon realized that such conditions existed and gave a great amount of study to the matter and finally its

Board of Directors, on Oct. 31, 1933, adopted a regulation known as 1820. It follows:

"1820. DISCRETIONARY ACCOUNTS. CONSTRUCTION OF RULES: 145, 146 and 151.—It shall be deemed unbusinesslike, detrimental to the welfare of the Association and inconsistent with just and equitable principles of trade for any member to handle an account at his discretion if he shall share in the profits of such account unless he shall also share in the losses of such account in the same proportion, or for any member to handle an account when he knows that the customer is allowing said account to be handled at the discretion of a third person and that the third person is to share in the profits of such account but is not to share in the losses in the same proportion."

You can readily see that the regulation prohibited members from accepting an account when they knew that their customer was allowing the account to be handled at the discretion of a third party if the third party was to share in the profits but was not to share in the losses in the same proportion.

**Power of Attorney:** For a short time the provisions of this regulation had the desired effect, but it was not long before these self-styled counselors found ways and means of avoiding the regulation and, consequently, more study was given to the matter, and on March 12, 1935, the regulation was amended so that it prohibited members from accepting accounts when it was known that a third person had a power of attorney for that account and was receiving any direct or indirect remuneration, and it was further required that the member receive from the customer, who had given power of attorney to another, a letter to the effect that he was paying no remuneration.

This amended regulation had the desired effect for a period until one counselor in particular who, it so happens has recently gone into bankruptcy with liabilities of over \$100,000 and assets of \$20,000, inaugurated a method to circumvent this regulation by means of establishing joint accounts and through subsidiary companies in various states these joint accounts were set up with the client putting up 90% of the funds and the counselor putting up 10% of the funds, an arrangement set up whereby the counselor was to receive generally from 25 to 50 per cent of the profits.

When this came to the attention of the Board of Trade, Regulation 1820 was rescinded and Regulation 1820-A was adopted. This new regulation, among other things, provided

1. That members were not permitted to carry accounts where the person or organization in whose name the account is held is known to be acting for others unless such person or organization is registered with the Secretary of Agriculture as a Futures Commission Merchant.

2. To accept accounts from a person who has given a trading authority or power of attorney without obtaining the following letter in duplicate from the person in whose name the account is held. One copy of the letter being filed with Market Report Committee of the Board of Trade and the other retained in the files of the member.

3. To carry the joint account without obtaining two copies of the same letter one of which



F. A. Theis, Kansas City, Mo.



must be filed with the Market Report Committee of the Board of Trade and the other retained by the member.

"Gentlemen: I understand that an employee of a member of the Chicago Board of Trade is not permitted to accept discretionary orders to be executed on that exchange.

I further understand that the Chicago Board of Trade has no jurisdiction over a non-member who is not employed by one of its members, and that if I give to such non-member (individual or organization) authority to exercise any of my rights over my account, I do so at my own risk.

However, I have carefully examined the provisions of the power of attorney or trading authority which I have issued to John Doe, Chicago, Illinois, (or) (joint account agreement which I have entered into with John Doe, Chicago, Illinois), and understand fully the obligations which I have assumed by this action.

I have thoroughly investigated the honesty and integrity of the individual or organization named above.

I understand that your firm is in no way responsible for any loss to me occasioned by the acts of the individual or organization named above.

Signature of Customer."

It was felt by the Board of Trade that a customer who wrote such a letter would be put definitely on notice as to the pitfalls that might lay before him should he enter into an arrangement with a counselor whereby he gave him full trading authority or joined with him in a joint account.

Early in August of this year the Commodity Exchange Administration invited representatives of all of the registered commodity exchanges to a conference in Washington to discuss the evils of these so-called investment counselors in the commodity futures markets. At the beginning of the conference, it was stated by Dr. Duvel that the Chicago Board of Trade had pioneered in this work and had made great strides in circumventing the "racketeers." Certain suggestions were made by the conferees and by the staff of the Commodity Exchange Administration as to what further steps might be taken to accomplish the desired results.

A special committee of the Directors took these suggestions under advisement and drew up certain amendments to Regulation 1820-A that were adopted at a meeting of the Directors on September 20. These amendments in brief are as follows:

1. Members who are carrying joint accounts or accounts in which there is a power of attorney are required to send the customer a statement each month clearly showing the position of the account figured to the market.

2. Every order for customer's accounts must be specially designated at the time the order is entered.

3. Members are prohibited from carrying open trades in the same month's contract for such accounts, namely,—such accounts may no longer be long 5 May wheat and short 5 May wheat.

4. Confirmation of transactions for all such accounts must be sent direct to the customer and may not be sent merely to the recipient of the power of attorney or to one party of a joint account.

It is felt that these amendments will definitely strengthen the campaign that has been waged against these "racketeers," but it is the intention of the Directors to keep a vigilant watch over their activities and endeavor to circumvent any new schemes that may be developed. We are making every effort to safeguard the Public in its use of the commodity markets, but, of course, one must appreciate that such efforts are not absolutely infallible.

J. G. McKILLEN, Pres. of the Buffa'o Corn Exchange, said: Dealers who come from a distance can not appreciate the cordial rela-

tions existing between the grain merchants doing business along the international boundary. Four months of the year many of the members of our exchange make daily trips to Canada and enjoy much of their summers on this side of the line.

I am glad we are holding our first annual meeting of the National Ass'n in Canada at this time. Our organization should have more members in Canada. We have many problems common to the trade in both countries and the closer we work together the greater will be our service to all the trade.

W. J. DOWLER, Past President of the Winnipeg Grain Exchange, congratulated the trade of the U. S. on having such intelligent supervision of future trades. The Winnipeg trade has no serious objection to reasonable regulation but recognizes no need of it. If we must have governmental regulation of future trading we would like to have it administered not by a new bureau but by the Department now supervising the physical handling of grain.

J. H. CALDWELL, St. Louis, asked what the Chicago Board of Trade was doing to facilitate the safe trading in soy beans by manufacturers.

MR. FAROLL: In replying said the Board of Trade was striving to systemize the trading in soy beans.

HUGH BUTLER, Omaha, asked: How does the activities of the Commodity Exchange Administration affect the Winnipeg market?

DR. DUVEL: I think it would be to the advantage of all concerned if the Winnipeg Exchange would publish the figures showing the volume of its daily trading.

I think some U. S. dealers are trading in privileges in Winnipeg. Our solicitor declares this to be unlawful and if he is right, such traders are sure to come to grief eventually.

MR. DOWLER: Our exchange has repeatedly considered the making public of the daily trades in Winnipeg, but we feared it might be misinterpreted and at one time our Government was a large trader and might have resented our action.

MAJOR STRANGE: I have always felt that some educational work showing the value of the futures market and the service the traders render in the marketing of grain would help to break down the prejudice against the exchanges and future trading. We published one of the Doctor's explanations of future trading and received many letters of appreciation.

Many tricks of the tipsters and bucket shop brokers were exposed, but no speaker found in their swindling practices any excuse for strangling the honest trade in grain for future delivery. Everyone recognized that the licensed exchanges have always waged perpetual warfare against the dishonest fakirs who have preyed upon the unwary public.

It was the conviction of those present that future trading minimized the vacillations of the markets and made possible the marketing of cash grain on narrower margins to the permanent advantage of both producer and consumer.

This most successful conference brought men who were really interested in the welfare of the grain exchanges close together so they could see and hear without strain all that transpired.

## Grain Inspectors Opposed to Licensing Samplers

Federal licensing of grain samplers, moisture tests and the federal dockage machine were thoroughly discussed at the 37th annual meeting of the Chief Grain Inspectors National Ass'n, presided over by Pres. Paul Larson, Sioux City, Ia., at Toronto, Sept. 26.

E. C. PARKER, chief of the federal grain supervision service of the Department of Agriculture, expressed his appreciation of the benefits derived from the exchange of ideas at these get-together meetings and urged that frankness be the tone of the meeting. He explained that all thoughts advanced were personal opinions, not always possible of accomplishment and that all discussion must be with a realization of the limitations.

H. J. BRUNDAGE, Toledo, opened the discussion on licensing grain samplers by outlining a resolution, passed by the inspection committee of the Toledo Board of Trade, copies of which were sent to all grain exchanges and associations, asking that grain samplers be federally licensed to insure better sampling.

Marked opposition was expressed by the inspectors, especially of the larger markets, led by E. L. Betton, Kansas City, who said: "I do not believe the issuance of licenses to samplers would improve sampling, and would add greatly to the expense, which must be borne by the shipper. We hire as many as 200 extra samplers at Kansas City during our peak movement. These are mostly college boys, many of whom work for one season only. We have found them quick to learn and dependable, whereas licensing would make it difficult to obtain extra men for rush seasons. I believe that the provision for permitting an inspector to refuse a sample with which he is not satisfied covers the problem and keeps the responsibility in one man."

It was the consensus of opinion that poor sampling was negligible, and most of that caused by unevenly loaded cars which licensing would not correct. A vote showed the inspectors present opposed to licensing of samplers 14 to 1.

MR. PARKER told the history of the federal dockage machine and reported the likelihood of a new manufacturer producing the machines for the trade.

J. H. FRAZIER, Philadelphia, reported that his experience showed that on sprouted wheat he is handling this year the Tag-Heppenstall meter showed 1.2 low. This led to a general discussion of moisture testing and the inspectors were advised by Mr. Parker to check with the oven test rather than comparing the results of Tag-Heppenstall and Brown Duvel.

SECY H. R. CLARK reported receipts and expenditures for the year, showing a balance of \$30.07 in the treasury. His report was unanimously adopted.

ELECTION resulted in the following officers being selected to serve for the ensuing year: J. H. Frazier, Philadelphia, president; A. A. Breed, Milwaukee, vice president, and H. R. Clark, Omaha, sec'y-treasurer. A. B. Plummer, Kansas City, was chosen director to take the place of the late Dave Larkin.

IN ATTENDANCE at the meeting were: A. A. Breed, Milwaukee; O. W. Benedict, Baltimore; H. J. Brundage, Toledo; H. R. Clark, Omaha; P. D. Conner, Buffalo; E. L. Betton, Kansas City; Sam Fears, Kansas City; J. H. Frazier, Philadelphia; S. A. Holder, Indianapolis; M. B. Houseal, Memphis; Paul Larson, Sioux City; R. S. McCarthy, Battle Creek; Breckenridge Moore, Louisville; A. B. Plummer, Kansas City; F. B. Tompkins, Peoria; J. M. Wilkie, New Orleans; C. W. Wright, Portland, Oregon, and Norman Krug, Buffalo.



Sec'y H. R. Clark, Omaha, Neb., and Pres.-Elect J. H. Frazier, Philadelphia, Pa., of the Chief Grain Inspectors National Ass'n, Confer, While Retiring - Pres. Paul Larson, Sioux City, Ia., Listens In.



## Government Crop Loans

[Continued from page 257]

by various statements of government officials, and becomes of first importance to our country and terminal warehouse operators.

**The corn loan**, its amount and terms under the present Act, will not be known until late in November, although the regulations in the Act itself would indicate a loan at about the present old loan level which was raised to 57 cents. There will be some proposals for differentials between markets, even demands that farm storage payments be made for corn as for wheat. It is to be hoped that the trade will be as ready to give counsel to the federal agency on the corn loan as it was for the wheat loan, and that the Commodity Credit Corporation will as frankly seek and as fairly use this counsel.

We have tried, insofar as possible, to avoid name-calling in this brief discussion. We have ahead of us a job that calls for clear thinking in frequent conferences. The crop loan program and its whole structure of farm legislation is part of our law, and we must continue to deal with it until it is altered by the legislature or repudiated by economic experience.

**Farm Legislation:** But it would be unfair for me to leave the impression that I either approve of the philosophy behind the present farm law or subscribe to all of its confusing details. The whole thesis of this farm legislation is "control," whether that be intended as the benevolent and kindly gesture of a man who wishes to sacrifice himself to the service of agriculture, or whether it be the sinister motive of some of individual or group lusting for a power than can serve politics. The offering of parity payments, soil conservation benefit payments, crop loans and other indulgences of the government, are all frankly in exchange for the surrender by the farmer of his freedom to work out his own farm economy as he desires. Freedom surrendered under any guise, is never regained without a painful struggle. It is yet to be demonstrated that any small group of experts, however honest or sincere, can plan the economy of millions of farms, without leaving the wreckage of their experiments scattered over the whole nation. It is not yet proven that we can have more by producing less, or that the secret of the more abundant life lies in the painful purges and the cruel liquidations of a collectivist regime.

J. H. CALDWELL, chairman of the Nomination Com'te, presented the following nominations for the ensuing year:

### Report of the Nominations Committee

Directors for one year: F. A. Watkins, Cleveland, O.; A. L. Riedel, Saginaw, Mich.; Geo. A. Stites, Union, Nebr.; C. C. Barnes, Winchester, Ind.; R. C. Booth, Cedar Rapids, Ia.; F. A. Derby, Topeka, Kans.; F. T. Carnegie, Toronto, Canada; A. C. Koch, Breese, Ill.; F. W. Lipscomb, Springfield, Mo.; A. J. Haile, Spokane, Wash.; Lionel True, Spring-

ville, N. Y.; F. J. Schoenhardt, Albany, N. Y.; C. F. Morriss, Charlotte, N. C.; F. E. Devendorf, Los Angeles, Calif.

Directors for two years: A. H. Hankerson, San Francisco, Calif.; J. H. Caldwell, St. Louis, Mo.; Chas. G. Robinson, Memphis, Tenn.; J. A. Linderholm, Omaha, Nebr.; G. G. Steere, Van Nuys, Calif.; J. C. Crouch, Dallas, Tex.; C. B. Weydeman, Buffalo, N. Y.; J. V. Lauer, Milwaukee, Wis.; F. E. Gillette, Nashville, Tenn.; H. L. McIntyre, Seattle, Wash.; Douglas W. King, San Antonio, Tex.; J. O. Ballard, St. Louis, Mo.; Ben Feuquay, Enid, Okla.; Lew Hill, Indianapolis, Ind.; C. M. Carter, Ft. Worth, Tex.

Directors for three years: B. J. O'Dowd, Kansas City, Mo.; John McCaull, Minneapolis, Minn.; F. J. Faber, Philadelphia, Pa.; S. L. Rice, Metamora, O.; Willoughby Fox, New Orleans, La.; C. J. Martenis, New York, N. Y.; Austin Sturtevant, Chicago, Ill.; F. P. Heffelfinger, Minneapolis, Minn.; Rees Dickson, Louisville, Ky.; E. C. Dreyer, St. Louis, Mo.; Arthur F. Hopkins, Boston, Mass.; Rex Houlton, Denver, Colo.; B. O. Holmquist, Omaha, Nebr.; H. H. Green, Pattonsburg, Mo.

For Second Vice President, F. A. Theis, Kansas City, Mo.

For First Vice President, E. H. Sexauer, Brookings, S. Dak.

For President, Otto F. Bast, Minneapolis, Minn.

This report was signed by J. H. Caldwell, St. Louis, Mo.; H. A. Butler, Omaha, Nebr.; Geo. B. Woods, Buffalo, N. Y.; G. G. Steere, Los Angeles, Calif.; A. S. MacDonald, Boston, Mass.; S. W. Wilder, Cedar Rapids, Iowa.

HERBERT L. BODMAN, New York, addressed the Ass'n on Governments and the Export Grain Business. His address appears on page 264 of this number.

LEROY K. SMITH of the Federal Crop Insurance Corporation, Washington, D. C., in discussing Crop Insurance in the U. S. A., said that his department had been collecting data on the factors entering into the hazards assumed and were seeking to approach the risks as would be done by any insurance company. Said Mr. Smith:

## Wheat Crop Insurance

Wheat is a crop that is widely grown, under varying geographic conditions, and this means that the risk is widely spread, thus tending to average out losses over a period of years. This is illustrated by the fact that over a 10 year period, a fifteen year period, or a twenty-five year period, the national yield has varied less than a bushel an acre. In fact it is even closer than that.

**Essentially crop insurance is a national joint reserve of wheat**, actual wheat in storage, into which growers pay in proportion to the risk of growing wheat on their farm and in their county, and from which they may draw to cover losses in the crop up to a cer-

tain limit, also measured for their farm and their county. It is a plan set up to operate on a straight business basis. It is not a subsidy, nor a market pegging scheme. It is 100 per cent insurance.

**The yield that we insure the grower is** based on the actual yield history of his farm over the 6-year period, 1930-35, adjusted to the county yield data to reflect the production over the 10 years, 1926-35. When that yield is established, the policy insures him 50 or 75 per cent of it, depending on his choice of coverage and the option of the corporation. That yield is insured against all unavoidable hazards, such as rust, hail, fire, wind, insects, and so on. If the farmer's production should fall below the insured amount, he is entitled to an indemnity to bring his production up to that figure.

The farmer who takes out crop insurance pays for it in accordance with the risk involved. To measure that risk on a wheat farm, we use the past as a yardstick of the future average, and figure what losses *would have been paid* had the farmer been insured in the base period. That gives us, we believe, a fair indication of the premium the farm should pay, and in order to further smooth out the loss figure, we blend the loss cost of the farm with the average loss-cost of the county. That blended figure is the farmer's premium.

**The grain marketing system** makes it possible for us to collect premiums "in kind," both as actual grain, and in the cash equivalent. The system of warehouse receipts, and the terminal and other storage system makes it possible for us to set up, without difficulty, the wheat reserve which stands behind the policies; and last, this same system makes it possible to easily carry out the disbursement of indemnities, either in wheat or cash equivalent.

**Handling the Reserves.**—It is to the best interest of the farmer, and to all of us concerned directly or indirectly in the wheat industry, that they do not in any way interfere with the normal operation of the markets. For that reason, the reserves have been carefully safeguarded by the crop insurance law. The operation of the reserve is automatic. It can grow only as farmers pay in their crop insurance premiums. It can be reduced only as farmers suffer losses and these losses are met with indemnities. To be sure we can buy and sell wheat to replace deteriorating wheat with sound wheat, or to change the location of supplies, but the net position of that reserve is not determined by officers of the corporation; it is automatic and beyond their control.

**Stabilizing Effect.**—In the course of its normal operation the reserve may have a stabilizing effect, of course. It can be seen that the reserves are definitely off the market until they are needed, and very likely farmers will pay in an excess of premiums over losses in the good years, and these may be withdrawn in years of short crops. Since big crops and lower prices go hand in hand, and years of short crops and



One End of the Tableful of Feed Dealers, Who Gathered for the Feed Men's Luncheon.  
[See facing page and complete report on page 292.]



higher prices have an affinity, it is quite possible that the wheat the growers withdraw from the reserve may be worth more than when that wheat was deposited. In fact, economists who have studied the plan on the basis of past history, believe that such an effect may be expected in a small degree at least. The reserves don't increase the surplus, they merely ear-mark part of it to protect the producers future crop loss.

Just how much wheat may move into these reserves we don't definitely know, as that depends entirely on the number of farmers who take part in the program, and how many of them choose to pay not only the 1939 premium, but also to deposit an equal amount of wheat toward their 1940 premiums. At the closing date in the Great Plains and mid-western states, we had some 180,000 applications, and by the deadline in the northwestern, and the spring wheat area, we expect this number to be considerably larger. My guess is that we may have as many as 250,000 applications. From Kansas and Nebraska, perhaps the largest acreage is represented, and policies to be issued in these two states may bring in possibly 2 million bushels each.

**The Administrative expenses** of the F. C. Ins. Corporation are carried by an appropriation of \$5,500,000 which represents the government's interest in this plan to protect growers from the dangers of crop loss, and to alleviate conditions which have in the past cost the government a great deal more than the entire amount involved in crop insurance for relief and emergency feed and seed loans made necessary by crop failure. I think we all agree, that if crop insurance enables the wheat industry to carry its own crop losses, the investment is a sound one.

**The administrative set-up of crop insurance is small.**—That is possible because the field administration can be carried out by the farmer-committees now established in most counties. These committees have now had five years or more of experience in administering farm programs, and have demonstrated their ability. National administration of the program is directed from the Washington office, and also a small branch office to serve the eastern and southeastern states is maintained there. At Kansas City and Minneapolis are branch offices, which handle the calculation of premiums, the writing of policies, and the handling of the wheat reserves, for the winter wheat, and the spring wheat belt respectively. We also have two sub-branch offices, one at Spokane, Washington, and another at Indianapolis, which are chiefly concerned with handling of grain purchases and storage in the Pacific Northwest and West Coast states, and for the north central regions.

**EXEC. VICE PRESIDENT BOWDEN** presented the following recommendation of the Trade Rules Com'ite which was adopted.

#### Trade Rule Change

Proposed subsection (3) of Rule 12, governing

transactions in feed: "Each package of feed must bear a complete label, on which must be printed, in uniform type, a list of the ingredients in the package, showing percentages and protein content. The label must be printed on one side of a tag attached to the package or upon one side of the package itself. In either case the label must be clear and distinct, in type of sufficient size to be easily read, and must conform in all cases to the uniform label adopted by the Association of Feed Control Officials of the United States."

**J. O. BALLARD**, St. Louis, chairman of the Resolution Com'ite, presented the following resolutions which were adopted:

### Resolutions Adopted

#### Thanks to Hosts and Hostesses

1. The Grain and Feed Dealers National Association extends its thanks and its compliments to the Toronto hosts and hostesses. We have them to thank for a most delightful entertainment program, and we compliment them upon a leadership which could so successfully manage a national convention. We are indeed glad to have been invited to Canada, and we are grateful to those many people of Toronto who took part in our program, who gave of money and time toward the success of the program and who, we believe and hope, will long remain in the circle of our grain trade friends.

#### Thanks to Federal Officials

2. The National Association wishes especially to express its thanks to those officials of the Federal Government of the United States who have evidenced their interest in the affairs of our trade by attending this annual meeting. We express to them the hope that these convention conferences may become an annual affair, with a continuation of this very helpful exchange of information and opinion.

#### The Trucker Peddler

3. We heartily commend the excellent program and activity of the Associated Southwest Country Elevators, which has consistently presented leadership toward a solution of this vexing problem of trucker-peddler competition. As a policy for this National Association, we feel that the resolution adopted last year should again be recommended to our Board of Directors.

#### Uniform Feed Trade Rules

4. In the feed trade throughout the United States, there is a variety of rules governing transactions in feed. We believe that there is a great need for uniformity in such rules in order that the business may be conducted over a wide territory under a fair understanding of the general rules involved. Therefore, the membership of this National Association urges all markets and all groups whose members deal in feed to adopt the feed trade rules of this National Association. Further, that we urge our Feed Trade Affairs Committee to accept the invitation of the Millers National Federation to meet and consider plans for uniform feed trade rules and that there should be formed a sub-committee of three to take part in such conference.

#### Liens and Mortgages on Grain

5. We recognize the problem of liens and mortgages on grain purchased by our members as a permanent one in the country end of the grain business, and as one to which there seems no immediate and final solution. We recommend, however, the following steps through our state and national organizations: (1) Encourage state legislation requiring all types of liens and mortgages on growing crops to be filed in county records; (2) that the National Association recommend to the state and regional associa-

tion some uniform program which can be followed along this general line.

#### Thanks to Weighmasters and Inspectors

6. We extend our compliments and thanks to the Terminal Weighmasters National Association and to the Chief Grain Inspectors National Association. Their continued association with us in these annual meetings has become one of the pleasant features of such meetings, and we trust that these meetings will be continued. We wish to return our thanks to officers of both associations for their generous and valuable participation in our own programs.

**GEO. E. BOOTH** moved the election of the nominees recommended by the Nominations Com'ite and no other nominations being presented the motion was carried unanimously.

Vice President Sexauer declared the motion carried and nominees elected.

**PRES. BAST** thanked the many dealers who had worked earnestly to make the first year of his administration so successful that the Ass'n was willing to reelect him for another year and declared the meeting adjourned to meet next year in Minneapolis.

### Convention Notes

**Preconvention** arrivals enjoyed an all night serenade by the doleful foghorns.

**Chicago** and **Winnipeg** grain markets were posted by Thomson & McKinnon.

**The tickers** giving the latest war news from Europe were always surrounded by a crowd of interested readers.

**Frank H. Nickle** of the Nickle Engineering Works exhibited a Nickle Hammer Mill Feeder and samples of its work.

**Many** came to the convention by auto and discovered that Toronto is just around the corner from Buffalo and Detroit.

**Husbands** were glad all the shops and stores were shut tight all day Sunday. The Entertainment Committee kept the wives busy the rest of the time.

**The Royal York** hotel is perfectly arranged and equipped for the complete accommodation of large conventions, in fact it has no equal.

**Toledo** has never entertained the National Ass'n, but it really wants the 1940 convention so hung "Toledo 1940" banners, distributed circulars and gave roses to the ladies.

**The threatening** war news combined with the crippled transportation facilities of New York and the New England states kept the attendance far below expectations, but still the registration rose to 430 and many failed to register.

**Sam Rice** of Metamora, Lucky Sam, rode with the ladies on their sight seeing tour, then waited outside the portals of beautiful Casa Loma until 99,999 had passed within, then he entered and being the 100,000th visitor was given a magnificent medallion of the castle.

**Baltimore** sent a strong delegation and enlisted the help of a beautiful young lady



The Other End of the Tableful of Interested Feed Dealers at the Feed Men's Luncheon Sept. 27. [See facing page, and complete report on page 292.]



who passed out circulars in hope of inducing the association to hold its next meeting in the Oriole City. Open house was maintained in Room 636, which had a most attractive ceiling.

The many friends of Mr. and Mrs. M. F. Cohn, Buffalo, were grieved to learn that Mrs. Cohn's fall entering the hotel resulted in a broken knee cap. At last reports she was resting comfortably in a Toronto hospital where an operation will be performed as soon as the swelling is reduced.

As many men as ladies took advantage of the tour of Casa Loma, admired the rambling stone structure which is one of the leading show places of Toronto. Long conversations centered afterward on Casa Loma's walnut woodwork, beautifully finished and pegged trim, great halls, and three \$10,000 brass doors.

To grain dealers from the middle west, going to Toronto was an opportunity to also go east. Niagara Falls had many second honeymooners looking at the sights in company with married sons and daughters, among them the Ass'n's former president, S. W. Wilder, and his son, Tudor, with their wives.

The close attention given the speakers who addressed the Commodity Exchange and other conference luncheons was a convincing testimonial to the great advantage of assembling men deeply interested in any subject for a round table discussion of that subject. No one hesitated to ask for information or to give it, and no one left the room. All came to listen and heard every word.

Toronto stores did a thriving business with conventioners who tore themselves away from the convention features long enough to shop for those back home and make good use of their visiting privilege to carry \$100 worth of Canadian merchandise home free of duty. Everyone admired Dan Southwell's new shoes, which he found comfortable enough to wear all afternoon without first breaking them in. Some others were less fortunate. Frank M. Stoll was found sending a Harris tweed for himself all the way back home to Kansas City thru the mails, but a beautiful blue blanket for his wife he guarded carefully by carrying it.

## Attended Toronto Convention

**Buffalo:** H. L. Abell, Marine Elevator Co.; J. N. Anderson, Spencer, Kellogg & Sons; M. F. Cohn, Sunset Feed & Grain Co.; G. W. Durant, Continental Grain Co.; F. C. Greutker; T. H. Hyer; W. P. Jones, Cargill, Inc.; G. W. Martin, American Elvtr. & Gr. Div.; H. J. Murdock, J. G. McKillen, J. G. McKillen, Inc.; T. C. O'Brien, Superior Elvtr. Corp.; F. G. Pierce; J. J. Rammacher; D. A. Southwell, Southwell Grain Corp.; J. B. Stouten, Lewis Grain Corp.; C. J. Weydman, Spencer, Kellogg & Sons; C. B. Weydman; G. B. Wood, Wood Grain Corp.; E. B. Copeland, Checkerboard Elvtr. Co.

**St. Louis:** J. M. and R. G. Adam, Anheuser Busch, Inc.; J. O. Ballard, Ballard Messmore Grain Co.; J. H. Caldwell, Ralston Purina Co.; E. C. Dreyer; J. M. Fuller; O. H. Kilz, Schultz & Niemeier Com. Co.; J. Mayer, Continental Grain Co.; W. MacMillen.

**Toledo:** H. W. Applegate; P. M. Barnes, Lansing Grain Co.; G. R. Forrester, G. R. Forrester Co.; D. L. Norby, Cargill, Inc.

**Baltimore:** E. H. Beer, E. H. Beer & Co.; J. A. Manger; Merrill Yaekader.

**Philadelphia:** R. Barnes; R. D. Christ; F. J. Faber; M. A. Smith; L. D. Toll.

**Minneapolis:** O. F. East; A. L. Burdick; L. J. Carlin; F. W. Drum; E. J. Grimes, Cargill, Inc.; F. P. Heffelfinger.

**Chicago:** F. T. Bascom; G. E. Booth, Lamson Bros. & Co.; O. S. Dowse, Stratton Grain Co.; B. Faroll; J. M. R. Glaser; R. McHenry; W. H. McDonald; K. B. Pierce, James E. Bennett & Co.; J. A. Prindiville; R. A. Schuster.

**Boston:** A. J. Benzaquin; A. F. Hopkins; J. J. King; J. H. Lee; A. S. MacDonald; R. S. Wallace.

**Kansas City:** R. E. Bruns; B. J. O'Dowd, Moore Seaver Grain Co.; E. M. Hibbs; L. A. Laybourn; F. A. Theis, Simonds-Shields-Lonsdale Grain Co.; P. Uhlmann.

**Milwaukee:** J. C. Hessburg, Archer Daniels Midland Co.; E. LaBudde, LaBudde Feed &

Grain Co.; J. V. Lauer, J. V. Lauer Co.; O. R. Sickert; E. S. Terry, Stratton Grain Co.

**Omaha:** H. A. Butler, Butler-Welsh Grain Co.; J. S. Hedelund, United Grain Co.; J. H. Linderholm, Crowell Elvtr. Co.

**St. Joseph:** H. L. Dannen; Dr. E. A. Miller. **Indianapolis:** H. D. Guild, Indiana Gr. Co-op.; C. M. Record, Steinhart Grain Co.

**Peoria:** G. F. Luke, Luke Grain Co.; H. A. Mulholland, Lowell Hoyt & Co.; B. E. Wrigley, Geo. W. Cole Grain Co.

**Enid:** Ben Feuquay; D. H. Johnston.

**New York City:** H. L. Bodman; L. L. Pincus; Charles Connor.

**Other markets:** F. A. Derby, Topeka, Kan.; F. E. Devendorf, Los Angeles, Cal.; R. H. Dickson, Louisville, Ky.; F. E. Gillette, Nashville, Tenn.; W. R. McCarthy, Duluth, Minn.; C. G. Robinson, Memphis, Tenn.; Geo. E. Rogers, Geo. E. Rogers Grain Co., Pittsburgh, Pa.; F. J. Schonhart, Cargill, Inc., and E. S. Ackerman, Albany, N. Y.; R. C. Booth, S. W. and Tudor Wilder, Cedar Rapids, Ia.; J. M. Wilkie, New Orleans, La.

In addition to the Toronto Hosts, the Dominion was represented by: Anger Armstrong, Hiram Walker & Sons Grain Corp., Walkerville, Ont.; R. R. Barber, Preston, Ont.; N. D. Boardway, Collingwood, Ont.; B. I. Bolan, Cargill, Inc., and F. E. Bolin, Montreal, Que.; J. H. Currier, Preston, Ont.; A. Cunningham, Halifax, N. S.; W. J. Dowler, Parrish & Heimbecker, Winnipeg, Man.; W. G. Faber and N. J. Neeb, Tavistock, Ont.; J. E. Hawkins, Parry Sound, Ont.; E. A. Horton, St. Thomas, Ont.; J. E. McIntyre, Grand Valley, Ont.; G. L. Parsons, Goderich, Ont.; G. J. Shaw, Pt. McNicoll, Ont.; J. R. Thrasher, Brockville, Ont.; W. E. Vincent, Quaker Oats Co., Peterboro, Ont.; Arthur Waridel, Port Perry, Ont.; F. H. and J. D. Walkey, Fergus, Ont.; J. Walsh, Tottenham, Ont.

The Grain Exchanges were represented by: O. W. Benedict, Baltimore C. of C.; A. A. Breed and M. H. Ladd, Milwaukee Grain & Stock Exchange; H. J. Brundage, Toledo Board of Trade; Fred E. Pond, P. D. Connors and N. Krug, Buffalo Corn Exchange; R. R. DeArmond, St. Louis Merchants Exchange; J. H. Frazier, Philadelphia Commercial Exchange; S. A. Holder, Indianapolis Board of Trade; M. B. Houseal, Memphis Merchants Exchange; Paul Larson, Sioux City Grain Exchange; F. P. Manchester, Omaha Grain Exchange; B. Moore, Louisville Board of Trade; J. A. Schmitz, Chicago Board of Trade; A. E. Schultz, Toledo Board of Trade; W. R. Scott, Kansas City Board of Trade; J. L. White, Clay Johnson and F. B. Tompkins, Peoria Board of Trade.

The Federal Departments were represented by: Harold Anderson, Baltimore; J. J. Dwyer, Buffalo; C. W. Wright, Portland, Ore.; Dr. J. W. T. Duvel, C. A. Johnson, L. K. Smith and Dr. E. C. Parker, Washington, D. C.

Railroad representatives included: E. J. Crane and G. A. Van Gieson, Cleveland, O.; C. L. Lyons, Kansas City, Mo.

Machinery and supply trade firms were represented by: F. H. Nickle, Nickle Engineering Works, Saginaw, Mich.; Harry B. Olson, Chicago; Henry Richardson, Richardson Scale Co., Clifton, N. J.

Feed ingredient representatives were: F. B. Collins, Eggertville, N. Y.; R. M. Carlisle, Rochester, N. Y.; F. E. Franz, Greenfield, Ind.; Howard Hand, New Rochelle, N. Y.; W. E. Hugel, Ft. Wayne, Ind.; W. H. Nolan, Jr., and L. Parry, Montreal, Que.; G. G. Steere, Fernando Valley Milling & Supply Co., Los Angeles, Cal.

**Illinois:** E. B. Evans and E. H. LeGrand, Decatur; N. R. Peine, Minier.

**Indiana:** T. C. Crabbs, Crabbs-Reynolds-Taylor Co., Crawfordsville; F. A. Dahl and H. G. Tyler, Lowell; P. D. Davis, Lafayette; W. G. Haugl, Winchester; L. E. Lake, Colfax; W. M. Moore, Covington; G. A. Pritchard, Fortville; W. Shockley, Muncie.

**Iowa:** B. Dow, Davenport; S. W. Eastlack, Schaller; J. F. Mueller, Calamus; J. C. Smith, Grundy Center.

**Michigan:** L. E. Marshall, Lansing; R. C. Smith, Lake Odessa.

**Missouri:** B. M. Glassen, Moberly; G. Goode, Centerville; H. H. and Donald Green, Pattonsburg; F. W. Lipscomb, Springfield; W. W. Shepard, Louisiana.

**New York:** T. H. Avery, LeRoy; J. Gray, E. A. Scott and L. True, Springfield; H. Harkness, Mayville; F. M. McIntyre, Potsdam; H. Shamel, East Concord.

**North Carolina:** C. F. Morriss, Charlotte.

**Ohio:** W. S. Bricker, Oak Harbor; H. T. Funk, Loda; W. M. and D. M. Myers, Lockbourne; W. C. Raish and C. O. Wise, Bellevue; S. L. Rice and son, Rice Grain Co., Metamora; W. C. Ulmer, Waldo.

**Pennsylvania:** A. J. Thompson, Wycombe, Pa.

**South Dakota:** E. H. Sexauer, Brookings.

**Tennessee:** J. W. Jefferson, Union City, Tenn.

## The Annual Stag

United States visitors to the Toronto convention of the Grain & Feed Dealers National Ass'n received a taste of Canadian entertainment at the annual stag, held in the Royal York hotel Monday evening, Sept. 26.

Instead of following the American habit of eating a buffet lunch, the visitors found themselves seated at tables, and served with endless quantities of cold meats, potato salad, beer, ale, coffee, cheese, and pie, while a large orchestra kept the huge dining room filled with music.

Entertainment, too, showed variety. It was like a return to old time vaudeville to watch the chorus, the dancers, the contortionists, the juggling, and the splendid acrobatic acts. Everyone applauded enthusiastically for more when the show was over.

One unexpected feature was Charles Connor, New York grain broker, who led everyone in singing favorite numbers, with a rich tenor voice.

The ratio of prices received to prices paid by farmers fell in August to 75, compared with 93 a year ago.

## The Grain Dealers' Banquet

Dynamic F. T. Carnegie, Toronto's elevator operator and exporter, efficiently served as toastmaster at the annual banquet, held in the large banquet hall of the Royal York hotel, Tuesday evening, Sept. 27, as the closing feature of a very successful, and well attended convention. Grain dealers, their wives, and sweethearts, filled the great hall to bow their heads for the invocation by Rev. Dr. Murdock MacKinnon; and to sing lustily in the toasts to his Majesty the King, and to the President of the United States.

Music accompanied the delightful banquet, on which grilled chicken with pineapple glaze was the entree, and good coffee was the finishing beverage.

GUEST speakers were Mr. D. C. MacLachlan, pres. Maple Leaf Milling Co., and the Honorable Gordon D. Conant, attorney general for The Province of Ontario, who spoke on world conditions, but hesitated to conclude whether the European turmoil will or will not end in war.

Announcement of the prize winners at the annual golf tournament (published elsewhere in this number), closed the banquet, but not the entertainment, for dancing followed, and the annual ball held the banqueteers and their ladies until the wee, small hours of the following morning.



F. T. Carnegie, Toronto, Ont., Canadian Director of the National Ass'n, was Toastmaster at the Annual Banquet.



## Winners in the Golf Tournament

Competition among the golf playing grain dealers for the choice of 24 beautiful prizes contributed by the Toledo Board of Trade and Buffalo and Canadian grain dealers and allied firms, ran high in the annual golf tournament. This was played Tuesday afternoon, Sept. 27, on the famous St. Andrews Golf Course, at Toronto, home of many international tournaments.

The list of prizes included four duffelbags, eight pieces of silver ware, consisting of a cocktail set, a coffee jug, an ice tub, a tray, a pair of candle sticks and two water jugs, five leather covered cigarette cases, and seven miscellaneous smokers' sundries.

E. B. EVANS, Decatur, Ill., was winner of the President's cup, with a low gross score of 80, and was rewarded with a beautiful Hudsons Bay blanket as well as the cup, for his prowess on the hilly course. His score was 2 under that of last year's winner, T. J. Underwood, Ardmore, Okla.

E. LEGRANDE, Decatur, Ill., was winner of the prize for declaring the most mis-leading handicap, a handicap of 3. T. H. Pugsley, Toronto, was winner of the prize for taking the highest number of strokes on any one hole, one hole in the second nine claiming 21 strokes from his clubs.

WINNERS in Class A were C. W. Heimbecker, Toronto, first; Paul M. Barnes, Toledo, O., second; N. H. Campbell, Toronto, third.

CLASS B winners were Dale H. Johnston, Enid, Okla., first; R. H. Dickson, Louisville, Ky., second; George McArthur, Toronto, third.

IN CLASS C they were R. Pincombe, Strathroy, Ont., first; G. W. Durant, Buffalo, N. Y., second; J. E. Hawkins, Parry Sound, Ont., third. In Class D they were J. L. Cavanaugh, F. G. Gould, and J. H. Nicholl, all of Toronto, in the order named.

THE LOW GROSS score on the first nine was made by E. P. Cronk, and the low gross on the second nine by H. S. Kennedy, both of Toronto.

TWO BUFFALO grain dealers were winners on the sealed holes, M. J. Cohn on the first nine, C. J. Weydman, on the second. F. B. Collins, Egertsville, N. Y., made the high gross on the first nine, H. Ballagh, Toronto, on the second.



## Horse Shoe Pitching Contest

A horse shoe pitching contest was part of the entertainment at the St. Andrews Golf Course Tuesday afternoon, and the players, like the golfers, competed for prizes. The winning team was Gordon Brown, of Toronto, and F. A. Dahl, Lowell, Ind. Both received a good deal of kidding about competing for "plush-lined horse-shoe bags."

THE TORONTO COM'ITE in charge of the golf tournament, and the horse shoe pitching contest consisted of J. A. Lortie, and C. H. Coatsworth. Both received a big hand for their efficient handling of these convention features.

## The Ladies' Entertainment at Toronto

An informal reception was held Sunday afternoon in parlors at the Royal York Hotel where the visiting ladies were given a cordial welcome.

Monday, a sumptuous luncheon was served the ladies at the Robert Simpson Co. Ltd. store, followed by a fashion display.

The ladies, joined by many of the men, were guests on a tour of the city visiting all the interesting points of Toronto, with a stop for tea at the famous Casa Loma, an old castle, the former home of Sir Henry Pallette.

The Toronto hostesses were the Mesdames L. S. Johnston, chairman; G. D. Brundrit, C. H. Coatsworth, W. H. Caldwell, F. T. Carnegie, W. D. Clark, A. D. Clark, A. R. Cooper, C. L. Doyle, F. H. Dunsford, R. J. Evans, A. E. Hatch, C. W. Heimbecker, Lloyd Heimbecker, O. O. Hines, H. S. Kennedy, K. C. Malden, A. J. McKee, Basil Paul, C. F. Popham, D. Robertson, T. M. Steele, A. L. Walker, and Miss Helen Waite.

Ladies present included Mesdames: J. M. Adam, St. Louis, Mo.; H. Anderson, Baltimore, Md.; H. Avery, Leroy, N. Y.; J. O. Ballard, St. Louis, Mo.; P. M. Barnes, Toledo, O.; O. F. Bast, Minneapolis, Minn.; O. W. Benedict, Baltimore, Md.; W. S. Bricker, Oak Harbor, O.; A. Breed, Milwaukee, Wis.; R. E. Bruns, Kansas City, Mo.; H. A. Butler, Omaha, Neb.; W. W. Cummings, Columbus, O.; F. A. Dahl, Lowell, Ind.; H. L. Dannen, St. Joseph, Mo.; F. E. Deventorf, Los Angeles, Calif.; P. Davis, Lafayette, Ind.; R. R. Dearmond, St. Louis, Mo.; F. A. Derby, Topeka, Kan.; O. S. Dowse, Chicago, Ill. S. W. Eastlack, Schaller, Ia.; E. B. Evans, Decatur, Ill.; G. R. Forrester, Toledo, O.; J. M. Fuller, St. Louis, Mo.; H. F. Funk, Lodi, O.; G. Goode, Centerville, Mo.; F. E. Gillette, Nashville, Tenn.; E. K. Gross, Baltimore, Md.; J. H. Gray, Springville, N. Y.; H. H. Green, Pattonsburg, Mo.; H. Hand, New Rochelle, N. Y.; P. Harkness, Mayville, Ky.; E. M. Hibbs, Kansas City, Mo.; A. F. Hopkins, Boston, Mass.; J. W. Jefferson, Union City, Tenn.; O. H. A. Kilz, St. Louis, Mo.

L. E. Lake, Colfax, Ind.; P. Larson, Sioux City, Ia.; J. Lauer, Milwaukee, Wis.; J. A. Linderholm, Omaha, Neb.; G. F. Luke, Peoria, Ill.; C. L. Lyons, Kansas City, Mo.; F. P. Manchester, Omaha, Neb.; L. E. Marshall, Lansing, Mich.; J. Mayer, St. Louis, Mo.; A. H. Meinershagen, Higginsville, Mo.; E. A. Miller, St. Joseph, Mo.; E. H. Miller, Chicago, Ill.; W. M. Moore, Covington, Ind.; J. F. Moyes, Dodge City, Kan.; J. F. Mueller, Calamus, Ia.; W. M. Myers, Lockbourne, O.; J. G. McKillen, Buffalo, N. Y.; B. O'Dowd, Kansas City, Kan.; A. B. Plummer, Kansas City, Kan.

N. R. Peine, Minier, Ill.; W. C. Raish, Bellevue, O.; G. E. Rogers, Pittsburgh, Pa.; J. O. Ross, Wamego, Kan.; J. A. Schmitz, Chicago, Ill.; A. E. Schultz, Toledo, O.; E. A. Scott, Springville, N. Y.; E. H. Sexauer, Brookings, S. D.; W. Shockley, Muncie, Ind.; O. R. Sickert, Milwaukee, Wis.; M. Smith, Conrad, Ia.; D. C. and C. Smith, Grundy Center, Ia.; M. A. Smith, Philadelphia, Pa.; C. Smith, Lake Odessa, Mich.; G. G. Steere, Los Angeles, Calif.

E. S. Terry, Milwaukee, Wis.; J. Thompson, Wycombe, Pa.; L. D. Toll, Philadelphia, Pa.; H. G. Tyler, Lowell, Ind.; P. Uhlmann, Kansas City, Mo.; R. S. Wallace, Boston, Mass.; S. W. Wilder, Cedar Rapids, Ia.; C. O. Wise, Bellevue, O.; C. M. Wright, Portland, Ore.; B. E. Wrigley, Peoria, Ill.; C. T. Wilson, Sulphur Springs, Ind.; M. Yaekader, Baltimore, Md.

Misses Dorothy L. Terry, Milwaukee, Wis.; Cora O. Rudy, Bellevue, O.; E. Meinershagen, Higginsville, Mo., and Lois Myers, Lockbourne, O.

And it came to pass "that two Kansas farmers stood gazing at their prostrate grain. One said: 'This ill-favored wheat excels in badness any wheat I have ever seen, and I have raised wheat for fifty years.' 'Yea, verily,' answered the other, 'this must be a new variety that the magicians at Washington have discovered. It should be called New Deal wheat for it made great promises but has only big heads with nothing in them.'"—Lyons (Kan.) News.

## Crop Delivery Records

Designed particularly for grain dealers receiving a number of loads of grain from the same farmer, as when an entire crop is marketed by helpful neighbors. Simplifies and expedites recording of each load delivered. Two tickets to a leaf so that loads from two farmers may be separately recorded without turning a leaf. Lines for recording 23 loads on each ticket. Space provided at bottom of each ticket for total net pounds, net bushels, check number, and amount given in settlement. 120 tickets, size 5¼x8½ inches. Duplicating. Originals of goldenrod bond paper, duplicates of manila. Spiral bound so that book lays absolutely flat, or may be folded back upon itself in open position to facilitate entries. Shipping weight 2 lbs. Order Crop Delivery Record Form 69 Spiral. Price \$1.20, plus postage.

## Grain & Feed Journals

Consolidated

332 S. La Salle St. Chicago, Ill.

## Grain Storage Receipts

A written receipt is indispensable to grain dealers who store grain for farmers. This receipt records the amount, kind, and grade of grain, and sets forth terms of storage as follows:

"Stored grain will be purchased at ..... per bushel under the Chicago..... future, settlement to be made on or before ..... 19..... at which date the grain described herein will be considered sold.

"Storage must be paid for at the rate of ..... for the first ..... days, and at the rate of ..... per bushel per (month, day) thereafter until sold, this charge to include fire insurance. Deterioration and shrinkage at owner's risk."

Grain Storage Receipt book contains 75 originals of goldenrod bond paper, 75 duplicates of manila, 3 sheets of carbon, and heavy, pearl-grey pressboard covers. Shipping weight, 1 lb. Order Form 15SR. Price 95c each, or 3 books for \$2.50, plus postage.

## Grain & Feed Journals

332 S. La Salle St. Chicago, Ill.  
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## Daily MARKET RECORD

A boon to the grain dealer who keeps a convenient, permanent record of daily market quotations for ready reference.

This book provides space for recording hourly Board of Trade radio or CND quotations for Wheat, Corn, Oats, Rye, and Barley. Spaces for a week's markets on a sheet; sixty sheets, size 9½ x 11½ inches, in a book. Well bound in tough pressboard. Shipping weight one pound. Order Form CND 97-5, Price \$1, plus postage.

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# Licensing Samplers Voted Down in Grades Conference

Licensing of grain samplers by the grain standards division of the federal Department of Agriculture was voted down in a conference of interested grain dealers, terminal market representatives, country grain dealers, state ass'n secretaries, representatives from the grain standards division, and the Uniform Grades Com'te of the Grain & Feed Dealers National Ass'n, held at Toronto, Sept. 26.

E. H. SEXAUER, Brookings, S. D., first vice-pres. of the Grain & Feed Dealers National Ass'n, presided at the meeting that followed a noon-day luncheon in the Royal York hotel. "Like the grain standards division," said Chairman Sexauer, "the grain trade desires to improve grain standards and grain grading, and it appreciates the open-minded cooperation of the department."

## Licensing Grain Samplers

GEORGE R. FORRESTER, vice-pres., Toledo Board of Trade, proposed that grain samplers be licensed and supervised by the grain standards division in the same manner as grain inspectors.

A. E. SCHULTZ, sec'y of the Toledo Board of Trade read the details of the proposal, which contended that no dependable inspection of grain can be made without first having a fully representative sample, and that licensing of grain samplers should be made mandatory thru amendment of the Grain Standards Act, in the interests of accuracy and inter-market uniformity of grain inspection. If it is necessary to license inspectors it is equally important to license samplers. Licensing samplers will eliminate some of the differences between markets in grading. Licensing samplers may be a little burdensome in some markets sometimes, but having dependable samples for the inspectors to analyze is worth the extra effort.

PAUL LARSON, Sioux City, Ia., retiring pres. of the Chief Grain Inspectors National Ass'n, announced that his body had opposed the proposal in its morning meeting, on the grounds that licensing of samplers would hamper the heads of inspection departments in hiring and firing samplers, and would limit efficiency in serving the grain dealers, at the same time adding burdensome expense to their departments.

SEC'Y J. F. MOYER, of the Kansas Grain, Feed & Seed Dealers Ass'n, and pres. of the Secretaries' Circle, opposed the proposal for the latter body on the grounds that it would increase inspection costs, and therefore would eventually create higher inspection fees to be paid by country grain dealers.

E. L. BETTON, Kansas City, speaking for the Kansas Grain Inspection Department, declared that only 5 per cent of grain inspections are appealed, and that only 2 per cent are traceable to inefficient sampling. During the wheat movement, he said, the Kansas inspection department will employ as many as 300 extra samplers to keep up with the rush. These are generally college lads, who receive a brief training, then work in the yards under the direct supervision of an experienced foreman, and of the regular staff of grain samplers. Licensing samplers, he said, would require that these men be given 10 days to two weeks of schooling, during which time they would have to be paid, and this financial burden could not be supported by the inspection department without a sharp increase from the present inspection fees of 75c per car. Most cases of so-called inefficient sampling arise from unevenly loaded cars, in which no two samplers, no matter how well trained or how long experienced, would get samples that showed the same inspection results.

JOHN S. HEDELUND, representing the Omaha Board of Trade, supported the contention of Mr. Betton, declaring that the small number of inspections that are appealed is sufficient evidence that sampling is dependable under the present system.

FRANK STOLL, Kansas City, of the Associated Southwest Country Elevators, testified that the grain trade of the West is satisfied with the present system, and that the state inspection departments watch closely the new samplers they employ during the rush periods. We have enough federal regulation now. Sometimes the Kansas City market handles as high as 3,600 cars of grain in a day. We should not hamper a busy inspection department.

DR. E. C. PARKER, Washington, D. C., head of the Grain Standards Division, said: This problem has many sides and is highly debatable. From the financial and administrative standpoints it could not be made effective by the division, because the division has too small a staff, and it has not a sufficient appropriation to carry the extra burden of expense. Consideration of the merits of the proposal shows that it would not increase the efficiency of inspections in very many markets. Its greatest benefit would be its use as a weapon to bring pressure on samplers who failed to draw representative samples. This pressure is now indirect. The inspector has a right to refuse to inspect and grade a sample which he has reason to believe is not representative of the car of grain, and he can demand a fresh sample.

MR. BETTON said: When you give a sampler a license, you also give him a gun in his pocket. You can't hire and fire licensed men like you can unlicensed men. In Kansas the inspectors control the samplers and are expected to report any discrepancy that occurs.

R. C. BOOTH, Cedar Rapids: The Western Grain & Feed Dealers Ass'n believes that the number of probes taken in a car should be increased to seven. If sufficient probes are made, any effort to plug a car will be caught. A few additional probes should help to get nearer an average sample.

MR. PARKER: Experience and research have demonstrated that five probes, properly spaced, will give an average sample of the grain in a car. But option is left with the sampler to make more probes, as many as he feels are necessary, when any probe indicates that the ordinary number of probes will not give a representative sample. Increasing the

number of probes required by the rules for sampling would only require more time and increase the cost.

J. H. FRAZIER, Philadelphia, amplified the opinions offered by inspectors, that licensing of samplers would make this service too rigid and cumbersome. Inspectors would like a place to pass the buck, and licensed samplers would be a convenient place. However, he thought that the regulations might be changed to give the Grain Standards Division more control over samplers.

CHAIRMAN SEXAUER remarked that the Grain Standards Com'te of the National Ass'n had decided that increasing the mandatory number of probes to seven would increase the cost of sampling.

JOHN HEDELUND, Omaha, moved, and was seconded by Mr. Moyer, Dodge City, that the meeting go on record as opposed to licensing of grain samplers. His motion carried.

## New Samples for Appeals

CHAIRMAN SEXAUER read a proposal that in all cases where federal appeal was called on a car, that the federal supervisors be required to draw a new sample.

MR. PARKER explained that this is standard practice in all regular markets at the present time. The few exceptions are the loading of boats where drawing of a new sample is impractical; and eight or 10 isolated sections of the country where no federal supervisor is available and the regular grain inspector is authorized to draw the samples for appeals and forward them to the nearest supervisor's office.

## Supervisors Cannot Grade Without Knowledge

CHAIRMAN SEXAUER read a proposal that federal supervisors be required to make their inspections without knowledge of the previous inspection grade.

MR. PARKER explained that the regulations require that the federal supervisor have evidence that an original inspection was made, and that the original certificate is this evidence; also, that the federal supervisor must know the previous grade in order to know whether or not to charge for the appeal service, a charge being made only when the grade is sustained. Some of the technical details are overlooked in actual practice so long as a grain firm is honest with the federal supervisor, because phone calls speed up the service the supervisor can render. Supervisors, he declared, make their own independent inspections and are not influenced in their judgment by the previous inspection.

## Narrowing Dockage Declaration

CHAIRMAN SEXAUER read a proposal from the West that dockage (on wheat particularly) be stated in steps of 1/2 per cent instead of by the full per cent as is now done.

F. A. DERBY, Topeka, Kan., contended narrowing the dockage regulations would create trouble for country grain dealers. Dockage must be perceptible if a farmer is to be made to understand it.

CHAIRMAN SEXAUER: It is also proposed that smut be shown as dockage instead of as smut.

L. C. CARLIN, Minneapolis: Terminal grain dealers in the Northwest have campaigned vigorously thru one medium and another for several years to eliminate smut. Showing smut as dockage will not help this cause. When grain is discounted the farmer is encouraged to treat his seed and eliminate smut in the fields. It is doubtful if dockage could be made heavy enough, were smut included, to compensate for the discounts that arise from a smut taint in grain, when that grain reaches the terminal market and the eventual buyer.

## Soybean Grading

CHAIRMAN SEXAUER: Should soybeans be graded by the regular grain inspection



E. H. Sexauer, Brookings, S. D., Vice-Pres. Grain & Feed Dealers National Ass'n, was Chairman of the Uniform Grades Conference.



tion service, and appealed to the grain supervisors?

MR. FORRESTER: Soybean inspection should be localized. This can be done only thru local inspection departments.

MR. PARKER: The trade interested in soybeans has sought inspection by regular grain inspectors for some time, but do not appear to have pushed this to a successful conclusion. At present soybeans are not named in the Grain Standards Act, and therefore, cannot be handled by the grain inspection service. The way to bring soybeans into the inspection service is to have some Congressman or Senator introduce an amendment to the Grain Standards Act, naming soybeans and flax as coming under the Act. Our department has no objection to extending this service, and since soybeans move between wheat and corn it would cost little more to extend this inspection service. However, it is up to the trade to get an amendment thru.

MR. FORRESTER: I move that the question of grading soybeans by regularly licensed grain inspectors be referred to the Soybean Com'te of the Grain & Feed Dealers National Ass'n for action. Seconded by Mr. Hedelund, and motion carried.

#### Sick Wheat

O. H. KILZ, St. Louis, Mo.: Is use of a knife or razor blade permissible in determining sick wheat?

MR. PARKER: When sick wheat first became apparent nearly all inspectors used this means of determining whether wheat was sick or not. However, there are other signs that are dependable, and cutting the germ for examination does not give conclusive evidence. Many inspectors, and federal supervisors, still cut the germ, but they do this only to add to their information in determining the character of the germ damage.

#### Moisture Tests on Corn

MR. KILZ: Will the Brown-Duvel or the Tag-Heppenstall machines be used in determining the moisture of the new corn crop?

MR. PARKER: The Tag machine will be used for most moisture determinations on corn. The exceptions are mixed wet and dry corn or freshly dried corn from the driers, where it is known that this machine is not dependable, due to the erratic movement of the needle.

A discussion followed about other makes of electric moisture meters for testing grain. Mr. Parker said these are being tested by the Department of Agriculture, but the research on them is not moving as fast as it should. He advised that country dealers with a large volume of business are justified in buying electric moisture testers. The Tag machine should be kept standardized. This is just as important for the country dealer as it is for the inspection departments, for unless they are kept standardized they cannot be expected to give accurate tests.

#### Garlic

MR. PARKER offered his opinion that soft wheat carrying garlic is double docked because the trade demands that the number of garlic bulbs or smut balls per 1,000 grams of wheat be shown on the certificate. Some of the garlic or smut in the original sample works thru into the dockage and penalizes the grade a second time, he declared. Properly, dockage determinations on garlicky wheat should be made on a garlic free sample.

Adjourned sine die.

This year, in addition to the normal seasonal influences, other factors which appear favorable to steady or higher prices are: (1) Announcement of an export plan which seeks to secure export of 100 million bushels from surplus supplies of domestic wheat; (2) offers by the Surplus Commodities Corporation for the direct purchase of wheat for export and relief purposes; and (3) prospects of an effective reduction of wheat acreage in Kansas and in other states of the hard winter wheat belt.—Kansas State College of Agriculture.

## Supreme Court Decisions

**A Railroad** cannot be released from serving owner of industry acquiring and paying for right to use privately constructed spur track, except on order of Public Service Commission.—*New Dells Lumber Co. v. G., St. P. & O. R. R. Co. Supreme Court of Wisconsin*, 276 N. W. 632.

**Injury from Explosion.**—Death of a stenographer killed in employer's office by explosion of steam boiler in neighboring and separate building was compensable by reason of casual relation between employment and injury. Proximity of boiler was a visible "foreseeable risk" of employment.—*Texas Employers Ins. Ass'n v. Andrews, Commission of Appeals of Texas*, 110 S. W. (2d) 49.

**Future Trading Contract Valid.**—The party pleading the invalidity of a marginal contract for future delivery of cotton has burden of proving invalidity and must show that it was the intention of both parties to the contract that the cotton was not to be actually delivered.—*Fenner & Beane v. Calhoun. Court of Appeals of Georgia*, 194 S. E. 51.

**A Carrier** who accepts goods for transportation with full knowledge that goods are sold subject to being seasonably delivered is liable to the shipper for the difference between the contract price and the value of the goods when actually delivered, if by reason of unreasonable delay in transportation the shipper loses the sale.—*Bowers, Inc., v. Southeastern Express Co. Court of Appeals of Tennessee*, 109 S. W. (2d) 851.

**Speculation.**—In action to recover money allegedly lost to broker in gambling transactions involving dealings in stock and grain futures as being transactions intended to be settled on differences, any circumstances tending to show real intention of both parties was admissible, but it was not sufficient to present evidence tending to show intention of only one of the parties.—*Benjamin H. Ehrlich v. Hans S. Rothschild and Sutro Bros. & Co. Appellate Court of Illinois*, 11 N. E. (2d) 623.

**Carrier Could Not Recover Freight Charges** for interstate shipment of building materials used by defendant in erecting building in absence of allegation showing contractual obligation on part of defendant to pay charges or that lien was waived at defendant's request. The defendant's name did not appear on the Bs/L as consignor, consignee or the principal for whom consignor or consignee acted as agent.—*Des Moines & Central Ia. R. R. Co. v. American Employers Ins. Co. Supreme Court of Iowa*, 276 N. W. 56.

**Oral Contract Made Valid.**—Where buyer of feed failed to sign contract embodying oral agreement of sale which seller had signed and submitted, but seller subsequently referred to such agreement in letter seeking modification thereof, and buyer by signed telegram, consented to such modification, such contract held to comply with statute of frauds so as to render buyer liable for breach of contract (Code Pub. Gen. Laws 1924, art. 83, sec. 25).—*Crawford, Keen & Co. v. P. Fred Obrecht & Son, of Baltimore. Court of Appeals of Maryland*, 189 Atl. 809.

**Workmen's Compensation.**—While employed as a salesman of dog feeds for the Ralston Purina Co., Chas. H. Miller, while visiting pet stores contracted parrot fever Mar. 10, 1934, and died. He resided in St. Louis, but was directed to go to Detroit to put on sales demonstrations and was there for several days after Mar. 8 in three stores. The Missouri state compensation commission sustained defendant Ralston Purina Co.'s allegation that death was not due to an accident arising out of his employment and dis-

missed the claim of the widow, Ruth M. Miller, for more than \$9,000. This was reversed by the St. Louis Circuit Court, but again reversed Nov. 10, 1937, by the Supreme Court of Missouri, on the ground that deceased's contraction of psittacosis in the Detroit stores was only presumptive and not proved.—109 S. W. (2d) 866.

Nearly 214 million pounds or about 1,090,000 barrels, of surplus wheat flour, graham flour, and whole wheat cereal were shipped during June, July and August by the Federal Surplus Commodities Corporation to the relief administrations of the various States and the District of Columbia for distribution to families on relief rolls, the Agricultural Adjustment Administration announced. Purchases thus far total 3,180,925 barrels, representing an equivalent of 14,206,037 bushels of wheat. Commodity cost of the purchases totaled about \$12,600,000.

## Simple Device Cools Elevator Office

The wind blows hot across the dried wheat stubble in Kansas in mid-summer. Air conditioning is fast becoming a necessity in busy central market grain offices. Not to be outdone, country dealers, objecting to mixing perspiration with the ink on their ledgers, have seized upon a simple, home-made device for moistening and cooling the air drawn into their offices.

The device consists essentially of a box frame that sets in a window, filling the space left when the sash is raised. Held at the back of this frame, between two coarse screens, is a two-inch layer of common excelsior packing. Ahead of this is an electric fan, preferably a big one. The front of the box frame is left open in some cases; in others it is covered with plywood in which is cut a large, circular hole, corresponding with the dimensions of the fan.

In use, the excelsior packing material at the back of this frame, which protrudes from the window, is kept moist by means of a garden hose, so set as to drip water upon it constantly. The electric fan draws outside air thru this moistened excelsior, and blows it into the office.

The elevator manager using this device usually places it in a window close to his desk and throws away his palm leaf.



R. P. Sullivan, Manager, Farmers Union Co-operative Elevator Co., Solomon, Kan., Before His Office Humidifier and Cooler.



# Tricky Traders Trouble Grain Dealers

A conference on truck competition was a feature of a Monday afternoon group conference of the Grain & Feed Dealers National Ass'n in the Royal York hotel, Toronto. Walter Scott, Kansas City, early worker on truck legislation, presided.

FRANK M. STOLL, sec'y, Associated Southwest Country Elevators, addressed a crowded hall, pointing out the effect of itinerant truckers in disturbing trade relationships, causing railroad lines to be taken up in some cases, and destroying the businesses in small towns. A wealth of data appears in his address, published elsewhere in this number.

CHAIRMAN SCOTT: It is obvious that we must either reduce the costs of doing legitimate business, or the itinerant truckers must be regulated. It is futile to ask for help from the railroads. They have given no attention to our pleas for reduced rates that will meet truck competition.

F. W. LIPSCOMB, pres., Missouri Grain Dealers & Millers Ass'n: Approximately 90 per cent of the grain that comes to Springfield, Mo., today, comes by truck. This is true of other receiving points in Missouri, and it is obvious that if truckers continue to increase their volume many elevators will be forced out of business.

SEC'Y RON KENNEDY, Western Grain & Feed Dealers Ass'n: Trucks have broken up old territory limits. Corn in Iowa is being trucked as far as 300 miles to reach the barge loading elevators at Muscatine on the Mississippi river. Somehow the irresponsible itinerant trucker should be brought into line.

JOHN MUELLER, Calamus, Ia.: In order to meet the competition of itinerant truckers, we put on a few trucks at our elevators, so that we could extend our hauling service to the farmers. Today we have eight trucks. It is a waste of time to try to get the itinerant truckers regulated. The farmers are not in favor of truck regulation. State legislatures are composed largely of farm interests and they fear that any kind of truck regulation will work against the best interests of the farmers.

J. CYLYDE SMITH, Grundy Center, Ia.: Our chief trouble comes from the foreign trucker. Out of state truckers will peddle feed, or posts, or seeds to our customers, and take corn out.

FRED K. SALE, sec'y, Indiana Grain Dealers Ass'n: Truckers in the north end of Indiana have been carrying great quantities of corn into Chicago. One concentration point has been shipping the equivalent of a carload of grain per day by trucks. We have made no attempt to get legislative protection, but when we find a trucker operating without a public carrier license, we report him to the proper authorities. We pass information about truckers to the tax collection department so it can find whether the trucks are paying the required gross sales tax that applies to their business under Indiana law. By one means and another we curtail their actions wherever we can.

J. F. MOYER, sec'y, Kansas Grain, Feed & Seed Dealers Ass'n: We have attempted to pass truck regulatory measures thru the Kansas legislature, but the bill was stopped in the House by farmer interests.

JOHN ROSS, pres., Kansas Grain, Feed & Seed Dealers Ass'n: Railroads are standing in their own light. By holding their rates high they are voluntarily giving business to the truckers. If they would reduce their rates to meet the truck competition they would get much of this business back. Our angle of approach to the truck problem is thru regulations

on safety, insurance, hours of service for drivers, and responsibility of truckers, as a means of increasing the costs of truckers to a competitive level.

W. W. CUMMINGS, sec'y, Ohio Grain, Feed & Mill Ass'n: If we could have a law controlling farm trucks that do a general hauling business it would cure a lot of evils that now enter trucking in Ohio.

LOUIS ABBOTT, sec'y, Mutual Millers Ass'n: The public is entitled to drive on the highways without taking its life in its hands because of the trucks. Trucks travel over our highways in New York at speeds of 50 miles an hour, and such speeds endanger other cars. If they had to cut down their speed they couldn't make so many trips and their costs would be increased. The public is entitled to safety.

L. C. CARLIN, Minneapolis, Minn.: Itinerant trucks came into the Northwest with the drouth. Our country elevators, however, are showing a strong disposition to refuse to do business with foreign or distant truckers. One reason is to escape responsibility for mortgages and liens with which such grain may be encumbered. From the legislative angle we can expect little help from farmers. Too many of them operate trucks of their own. Some defense against the long distance haulers might be developed thru taxation. Terminal market barley buyers have been careless to the extent that they have been buying point-of-origin barley. Their premiums to good barley points have encouraged truckers to take poor quality barley long distances to reach favored shipping points. However, these buyers are now demanding that barley samples be pearled, so they can more readily determine the quality, and this is stopping point-of-origin buying.

J. A. LINDERHOLM, Omaha, Neb.: Railroads are responsible for the volume of business that is moving by truck. If they would reduce their rates they could meet the competition.

MR. MOYER: Reducing rail rates, reducing switching charges, and allowing smaller carloads at the carload rate, would help.

DAVE STEENBERGH, sec'y, Central Retail Feed Ass'n: Our problem is with the Illinois and Iowa truckers who bring corn and oats into Wisconsin and sell direct to the farmer. There is also some direct selling of feeds and feed ingredients. Some of our dealers, however, have trucks, and trouble arises here when they cross territory lines and compete with others in the same business outside of their territories. These Wisconsin tradesmen show a tendency to pay too much for barley, when they sell a man feed, figuring that they get the feed business. Farmers in Wisconsin are permitted to haul their own products without regulation, but if they haul for anyone else they must file a tariff and maintain rates and if they do a merchandising business they must take out a peddler's license. If all grain sold could be moved only on federal weights and grades, I believe this itinerant trucking problem from the grain standpoint would be solved. Truckers would come under such a law, and would have a hard time.

A. H. MINERSHAGEN, sec'y, Missouri Grain Dealers & Millers Ass'n: We want to make the truckers responsible. A lot of No. 5 corn bought in Iowa by truckers has been sold in Missouri for No. 2. I believe that this ass'n should foster a uniform truck law for all states to bring the itinerants under control and make them responsible.

H. H. GREEN, Pattonsburg, Mo.: We ought also to keep after the railroads. When the drouth rates were in effect the railroads got the business, and we did business, but when rates were returned to their old level business went back to the trucks.

RON KENNEDY: While we are working on truck legislation let us build no false hopes for the members of our ass'ns. It should be kept in mind that hundreds of cars of grain are shipped today by truck from concentration points that have no elevators. Many of the itinerants have developed and are getting places of business of their own. When they have established places of business they can no longer be classified as itinerants. Likewise, many elevator operators are getting trucks of their own.

Adjourned *sine die*.

## Growth of Trucking Competition

By FRANK M. STOLL, Secretary Associated Southwest Country Elevators, before the Grain and Feed Dealers National Ass'n.

**Discriminatory Regulation.**—For many years, the railroads have complained of the unfairness of applying strict regulation of all phases of their operations, with virtually no regulation of other competitive carriers.

In 1935, Congress brought the common and contract carrier under federal regulation thru enactment of the Federal Motor Carrier Act. This regulation is important in its ultimate effect upon the competition of the different kinds of carriers for merchandise and manufactured goods; that is, that type of freight which continues to be handled thru the same merchandising channels as before. As to this class of traffic the highway carrier competes with the railroads for the favors of the same buyers and the same sellers as were engaged in the business before highway transportation became general.

**Itinerant Merchant-Trucker.**—While the Congress was directing its attention toward legislation designed to govern the rates and operations of the common and contract truckers, this new law completely left untouched the second class of highway transportation; that is, transportation by the so-called private carrier, who is private because he is

hauling his own goods. This is the itinerant merchant-trucker. He is both a merchant and a carrier.

We most emphatically contend that if the itinerant-trucker be subjected, as he should be, to regulation and taxation to the same extent and of the same kind as the established merchant, the economy of the established marketing and distributing system will be apparent.

Grain enters commercial channels thru the country elevators. Their business is based upon rail transportation.

The country elevator is subject to personal property and real-estate taxes; insurance to cover his buildings, his stock of goods, and for workmen's compensation; and the usual operating expenses of labor, power, light, fuel, telephone, and building repairs; and the operator either pays rental for his property or must figure the interest on his investment, and must pay a living wage to his help. In addition to these burdens he assumes community expenses, such as for charity and for civic matters.

The itinerant trucker, on the other hand, escapes all taxes as a rule except the taxes



he paid on the gasoline he uses and that, with the registration fee for his truck, represents his total burden aside from the cost of operating his truck. He does not carry insurance, as a rule, either to cover his own vehicle or for possible injuries to others. He works long hours and accepts for his services and profit, a very low compensation.

**Volume of Trucking.**—It is estimated that 600 country elevators have suspended business in our eight states largely because of the heavy inroads made upon their business by these transient vendors. Country merchants generally have witnessed the bulk of corn and other coarse grains move into and out of their territory by these trucks. Last January, a total of 4,177 itinerant trucks, loaded with grain and grain products, moved into and peddled in Kansas. This is equivalent to 769 carloads in this one month alone. Much of this movement was corn from Iowa and Nebraska. The Kansas City terminal market has lost approximately 75 per cent of its corn business to truckers. Country dealers in innumerable instances have reduced their handling charges on corn to the losing levels of  $\frac{1}{2}$  to 1 cent a bushel in an effort to cope with the problem. Itinerant-truckers, this season will handle the largest amount of wheat thus far. One Kansas terminal elevator has bought wheat from 1,166 itinerants in the first six weeks of the present crop year. This quantity is equivalent to 233 carloads and means the loss in this single instance of about \$10,000 in handling charges to country dealers and commission merchants.

One flour mill in Sioux City, Ia., purchased approximately 750,000 bus of wheat from truck-peddlers, virtually all of which came from Kansas. The distance from Wichita, Kan., to Sioux City, for instance, is about 500 miles and the rail rate on wheat is 16 $\frac{1}{4}$  cents a bushel. These trucks are hauling the wheat for 8 to 9 cents a bushel. Here is a truck operation about 100 miles farther than from Winnipeg to Port Arthur.

I regret to say that few terminal dealers realize the seriousness of the plight of the

country merchants in their efforts to cope with unregulated motorized transportation. Unless this situation is corrected the present system of price-basing on rail transportation to terminal centers is in jeopardy of being undermined to the extent that revolutionary changes will be compelled in all phases of handling and distribution of grain and grain products.

**Hay.**—Kansas City has always been recognized as the nation's largest hay market until the past few years. Carlot arrivals of hay have reached the high mark of 46,559 cars in a single season with 61 large enterprising hay dealers carrying on this business in the Kansas City market. It may startle you to know that the receipts of hay in this market by railroad in the first six months of this year were less than 1,000 cars and only 17 of these 61 firms remain in business. There is just as much hay grown and just as much hay being moved, but it is all being moved by itinerant truckers who are taking it across the country from producers to feeders. Commenting on such movement, the Department of Agriculture warns farmers and livestock feeders that so-called bargain purchases from trucker-peddlers usually turn out to be a "pig-in-a-poke."

In Nebraska last year about 1 $\frac{1}{2}$  million feet of lumber was brought in by itinerants and sold to anyone who would buy from a board to a truck load at any price they could secure. Here is business valued at about \$600,000 a year of which established dealers are being deprived. The itinerant-merchant law, introduced in Nebraska by our ass'n, which has been in effect since last November has reduced itinerant transportation of coal and building materials by at least 30 per cent. To illustrate how irresponsible these roving merchants are, many of them have been forced to cease operations on account of their inability to post a surety bond of \$250, required by this law.

In Illinois, in 1931, 3 $\frac{1}{2}$  million tons of coal were moved by these truckers. In 1936, this total had leaped to 7 $\frac{1}{2}$  million tons, which was approximately 15 per cent of the coal mined. More than 350 established coal dealers in this state alone have been put out of business due to operations of itinerant truckers. There are several counties in Southern Illinois that do not have any dealers whatever and in Central Illinois there are some counties with only 1 to 3 equipped dealers in business. In these same counties a few years ago, from 15 to 20 dealers were operating.

In the merchandising of fruits and vegetables, a most serious and chaotic condition has resulted from these itinerants. We strongly contend that railroads must co-operate better with shippers in establishing truck-compelled rates and remove the many discriminatory and unfair differentials so arbitrarily maintained as at present.

**The Problem is primarily one of equitable regulation of trucks rather than decreased rail charges.** It is the opinion of fair-minded observers that the railroads have a right to insist upon an equality of treatment of the two classes of dealers before they are required to make any radical change in their rates. It is further generally the opinion that it would be difficult to find bottom in the matter of reducing rail rates, and further, that in the present condition of the railroads, it is doubtful that any governmental commission could require a reduction anywhere near approaching that which would be necessary to equalize the costs of the established dealer with the itinerant-trucker.

Therefore, at the present time, greater consideration is being given to the necessity, as a matter of simple justice, of either relieving established dealers of some of their burdens or applying the same principles of regulation and taxation to their competitors. In this day of increasing regulation and ever-mounting taxation, it seems futile to suggest the former course, and, therefore, most attention

is being given to the necessity of bringing this new industry, the itinerant-trucker-merchant, within the general policy of government in respect to these matters.

**The itinerant** who expects to buy or sell should be required to register such intention with the secretary of state in every state in which he transacts business.

Pay an occupational license for the privilege of doing business as an itinerant merchant.

Have public liability insurance to cover personal injuries and property damage to others.

Have surety, or fidelity bonds to indemnify the public against fraud and to insure payment of taxes.

He should be prohibited from offering any commodities for sale by grade or make any representations as to grade where official state or federal standards for determining quality or grade exist.

**Tax on Ton-Mile.**—We hold to the view that the highways have been built primarily for private use and that when they are utilized by dealers for purposes of profit, a different measure of compensation should be required and such compensation should be based upon the use made of the highways. In other words, the levying of a tax upon a ton-mile basis. By this means, the state could be fully compensated for excessive damage done to highways by heavy trucks and for the greater initial costs of building wider and stronger pavements for the use of these heavy vehicles.

**Reciprocal exemptions by states.**—Reciprocity in this respect has been carried to an unreasonable length. Such measures are logical and desirable in respect to passenger cars, but cannot be justified in respect to freight carriers. Payment of a registration fee in one state does not compensate another state for the use of its highways, particularly when there is a difference in the fees.

**Dealers Reluctant to Go into Trucking Business.**—It has been observed that some dealers have purchased trucks to combat the competition in their immediate trade territory, but country dealers are generally reluctant to go into the trucking business, except for local delivery purposes, on account of the expensive upkeep of the vehicles. The unprofitableness of itinerant trucking operations is manifested in the large number of repossession by finance companies. However, the number of itinerants on the highways is showing a substantial increase and where one trucker quits business two new ones enter the field.

**Organized opposition** toward our efforts to bring about competitive and fair play in the matter of the unregulated trucker-merchant has confronted us. This group, which seeks to prevent enactment of virtually all highway vehicle legislation having to do with fees and licensing, is extending its selfish lobbying activities with ample funds supplied principally by motor truck manufacturers and cement and oil companies.

Every member of your affiliated organization must realize his individual responsibility in enlisting the support of other merchants and state legislators for legislation such as we have outlined.

In conclusion, our association realizes that the trucker has a legitimate place in the picture, and further, that the public is entitled to the distribution of goods upon a reasonable basis. Please understand that we are not making an unfair assault upon the truck, but every factor of study shows that our position is justified by the best interest of established dealers and the public at large.

**The President** promised Governor Elmer A. Benson of Minnesota in an interview to do everything in his power to raise the loan value of spring wheat. Benson after the interview also stated that the president is going to try to put over some new farm legislation.



W. R. Scott, Kansas City, Mo., Presided at the Conference on Trucking Competition.



## Governments and the Export Business

By HERBERT L. BODMAN, New York, N. Y., before Grain & Feed Dealers National Ass'n

Of the five great producers of wheat, Russia, the United States, Canada, Australia and Argentina all have, for one reason or another, been induced or have considered it advisable to act either as sales agents for or to more or less control the sales of some or all of the small grains raised by their nationals.

The buyers of these small grains in nations which must import their requirements, have in their turn been induced or forced by their governments to submit to at least some degree of state domination or direction as to the amount or the time or the terms or the manner in which they buy. Where formerly grain raised by the agriculturist in Canada or the United States found its way to the consumer in Europe entirely thru the medium of individual merchants and forwarders and agents, all acting on their own good or bad judgment, now a government or two is found somewhere along the line to be seriously involved, and the volition of the individualists at least trammelled by a wheat director, state department or equalization fund acting under a settled policy or without a settled policy or under two or more contradictory policies.

**A government must justify its sales policy and price to the agriculturists.** The sales director may worry himself sick over the price but the concern of the political leader must be primarily the effect upon the attitude of the producer. Or putting it another way, if the government gets a good price for the agriculturist and does not convince the farming community that it has done so, the deal from a government viewpoint is a political misfortune. Government managements, altho they use it, mistrust futures markets since the interaction of supply and demand is there registered for all who may wish to read, and such bodies have imposed on them by the public will the thankless task of trying to control the law of supply and demand. Since the actions of a government must often be dependent on the exigencies of state policy, its moves are often unpredictable and as such must unavoidably interfere with the normal intercourse between buyer and seller.

Governments in their sales policy may be influenced more by the effect of grain sales on the foreign exchange market or barter arrangements than by the effect on the grain market and it is difficult therefore for individual merchants who may be involved in the chain of operations and who must plan their policies on the basis of supply and demand to look ahead and determine a proper course for themselves. Due partly to this uncertainty, the tendency is for individuals to hold back supplies rather than put themselves in jeopardy by shipping grain which may depreciate in transit from causes over which they have no control. Witness the penalty paid by shippers who have placed hedged grain in what should have been a salable position and what proved to be a ruinous position.

A government with the resources of a nation behind it can take and hold a position untenable for an individual. Its ability to sit tight is enormous but by and large with a few notable exceptions it is too slow moving to seize the opportunities of the instant. It is prone to miss its market. It is therefore more apt to take huge losses than huge profits.

**Characteristics of a government on the buying side.** My own experience here is quite extensive since we have acted as agents or intermediaries or advisers to various governments over the last quarter of a century. Excepting for the immediate past when some European nations have been reported accumulating large stocks against war, it is unusual for a nation to take an advanced position in the market. Where the control is in a single hand orders accumulate until the total reaches sizable

proportions and the entire amount is then often covered by one or a few transactions. The method of buying induces the keenest possible competition and the buyers are often able to impose terms disconcerting to establish trade practices. Meanwhile, day by day, support to the cash market is diminished and distress lots sell badly and upset the price.

Buying governments have, along with individual European merchants, learned to purchase cash grain basis of the option, a practice unknown in the earlier decade. Parcels which should have a unique value on account of their position or quality are apt to lose their premium. The centralized purchasing is necessarily accompanied by some centralization of domestic control in the consuming nations and millers are induced or compelled to employ home grown or cheap substitutes. Altho there is no more panicky buying ever seen than that by a government believing it must choose between food, and revolution, this situation has been a very unusual phenomenon.

To a surprising degree buying by centralized national purchasing is conducted by the best trained merchants on a high plane of intelligence, honesty and acumen. Barter terms, freight difficulties, finance and exchange control certainly hamper the hands of a national buying commission but where such conditions exist consumption and quality and price all pressing downward.

Stocks are carried nearer to the producer since fewer merchants with less assurance are pushing them forward for profitable turns. Selected grades and sorts receive less attention and in consequence lose value. The day to day flow of cash transactions is less constant. Government interposition tends to shrink the volume of trade in the futures market. It may even desire to do so. Too often the unfortunate failure of their policies is widely advertised in simple language and bold type.

National selling is often accompanied by a great to do in the press, and in political gatherings. It may even rise to the dignity of a party issue. When a decision to sell is finally reached, individual buyers fear a deluge and take a day to day position. National buyers hold off on principle. The selling control is under fire and is hampered besides by political considerations.

**About fifteen years ago in Canada** and say ten years ago in the United States, Western agriculturists induced their governments, as

their protectors, to enter the grain business. Europeans actively resented the move. They had paid high for bread during the war and expected to get it at the market when the price was cheap. Failing to do so and in part influenced by the action of these two governments of the exporting nations, buying foreign governments set up in many instances their own control. It seems as if they, the importing nations, had done better than we, the exporting nations. They are likely to continue to hold the whip hand and to continue to force us to hold the surplus, if any, and to restrict our sales to the time when they wish to buy. They will be more likely to buy their supplies at better advantage to themselves under this new system than under the old system of individual initiative free from government interposition.

**One word on current affairs** from one of our principal exporters. I quote:

"When the U. S. Government recently indicated it would export 100,000,000 bus. of wheat the entire grain world was upset. The little export business previously doing ceased entirely. European buyers flatly stated that they were afraid to buy any quantity of wheat pending a more definite selling policy of the U. S. Government.

"Buyers were afraid to make even low bids for fear that the next day the price would be still lower, in other words, they positively withdrew. Some of our exporters had heavy ocean freight bookings made in anticipation of export demand, other exporters had U. S. wheat afloat and store Europe on which the paper losses are appalling and the end not yet in sight.

"The present prices are hopelessly out of line to the U. K., whereas to the Continent we are about in line but practically no demand due to the fact that most of the importing countries have trade agreements with other exporting countries and also have laws compelling the mills to grind a minimum percentage of home grown wheat. This precludes the importation of any large quantities of U. S. wheat, as millers in order to maintain their standard of flour, must buy only the best foreign wheat for mixing regardless of price and this, for the moment, means Manitobas."

Here ends the quotation of the exporter. It seems to confirm the burden of my thesis.

**Those who went east before coming to the convention** felt themselves very fortunate to miss the excitement and disaster of New England's hurricane, and had harrowing tales to tell of its destructive effect.

**Imports of tapioca and sago products** which rose to the high level of 43,327,535 pounds during the month of June, 1937, following the short crop of corn and consequent high prices, fell to 14,516,453 pounds during June, 1938.

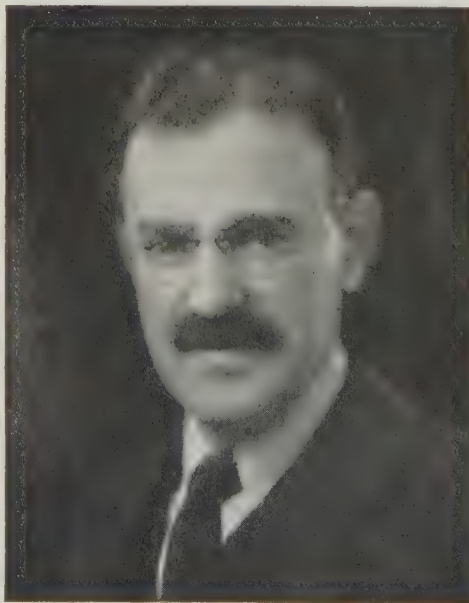
## Meeting of National Grain Trade Council

The National Grain Trade Council held a meeting in the Union League Club, Chicago, Sept. 24, to elect officers, review the work of the past year and plan future activities.

The finances of the Council were in excellent condition, and much effective educational work has been done by the Washington office.

F. A. Theis of Kansas City was elected chairman, F. P. Heffelfinger, Minneapolis, vice chairman, and Ray B. Bowden of St. Louis, sec'y-treas.

Members present were Geo. E. Booth, Chicago; Ray Bowden; Ward Brown, St. Louis; H. A. Butler, Omaha; H. H. Dewey, Peoria; E. J. Grimes, Minneapolis; F. P. Heffelfinger; E. E. LaBudde, Milwaukee; W. B. Lathrop, Kansas City; W. R. McCarthy, Duluth, and Mr. Theis. Sitting in as visitors were O. F. Bast, Minneapolis, and E. H. Sexauer, Brookings, S. D.



Herbert L. Bodman, New York, N. Y.



## Skimmed Milk & Dried Skimmed Milk for Pigs

By W. L. ROBISON, Ohio Agr. Exp. Sta.

Skimmed milk is an effective protein supplement to corn or other grain for pigs. Buttermilk is similar to skimmed milk in composition and feeding value. Both are deficient in vitamins A and D and in iron. Since the ultraviolet rays of the sun, like vitamin D, aid in the assimilation of minerals, supplying vitamin D is of less importance when the pigs are exposed to the sun than when they are not. Vitamin A, other vitamins, proteins, and minerals, including iron, are supplied by good pasture, and to some extent by green, leafy alfalfa or other leguminous hay. The amounts supplied vary with the quantity of such feeds consumed as well as with their richness in these nutrients. Yellow corn likewise contains vitamin A, and often makes up a large share of the ration.

**Additional Calcium Needed.**—The solids or dry matter of skimmed milk contains approximately 8.5 per cent of ash or minerals, which is a relatively large amount. Although skimmed milk is comparatively high in calcium, it is not a good corrective of the calcium deficiency of corn or other grains. A ration for pigs should contain from 1 to 2 parts of calcium to 1 of phosphorus. A ratio of 1.5 to 1 probably approaches the optimum. The calcium-phosphorus ratio in milk approximates 1.2:1. The ratio is approximately correct when the milk is the sole or chief constituent of the feed, as it is in nature for the young.

From 2 to 3 pounds of skimmed milk to each pound of corn are required to furnish the protein needed by pigs. Such rations contain from 0.56 to 0.67 parts of calcium to 1 of phosphorus. It would take the excessive quantity of 14 pounds of skimmed milk to 1 of corn to give the minimum calcium-phosphorus ratio of 1:1.

At first the pigs receiving milk made faster gains and greater gains per unit of feed than those with which they were compared. Later they made a relatively poorer showing. The favorable effects of adding either calcium carbonate or ground alfalfa are shown in the second experiment. As the experiment progressed, four pigs out of five receiving yellow corn and milk died or began to lose rather than gain in weight and, therefore, were removed from the lot. No losses occurred, nor were any removals necessary, in the other lots.

Pulverized limestone is considered a satisfactory source of calcium for pigs. A suggested mineral mixture is one of salt, 19.2; limestone, 38.4; special steamed bone meal or spent bone black, 38.4; powdered ferrous sulfate, 4 parts by weight. Approximately 0.075 to 0.1 pound daily a head should suffice.

The effects of the deficiencies of a corn and milk ration are not as pronounced and do not show up as quickly on older as on younger pigs, but, nevertheless, are sometimes observed. In a 15-week test with pigs averaging 79 pounds at the start, those fed corn and tankage made average gains of 1.27, 1.93, and 1.93 pounds daily a head and consumed averages of 333, 356, and 440 pounds of feed per 100 pounds of gain during the three successive 5-week periods. Those fed corn and skimmed milk gained 1.43, 2.02, and 1.45 pounds daily a head and consumed 315, 325, and 505 pounds of feed per 100 pounds of gain during the three periods.

It is not uncommon for pigs that are heavily fed on corn, small grains, or mill feeds, and milk to break down, or become weak, in the pasterns or to show abnormal bone development or other indications of a deficiency of calcium or vitamin D.

**Worth of Skimmed Milk Compared with Tankage.**—Nine trials in which liquid skimmed milk was compared with tankage as a supplement to yellow corn for pigs without pasture are summarized in Table 2.

Ground alfalfa was included in the rations in one, and added minerals, in three of the nine trials. At the prices used for other feeds, and not considering the faster gains, which would have permitted marketing the pigs 17 days earlier, the skimmed milk was worth approximately one-tenth as much a pound as the tankage.

Pasture or green feed tends to correct the deficiencies that may exist in a ration, whether it is one containing milk or one containing tankage. In four pasture experiments the differences between both the rapidity of the gains and the amounts of gain made per unit of feed, of the pigs fed tankage and of those fed milk were less than they were in the dry-lot experiments. The average value of the skimmed milk for the pigs on pasture was about one-fourteenth that of tankage a pound.

## Blight Resistant Milo Seed

By A. D. JACKSON, Texas Exp. Station.

On a recent trip thru 25 West Texas counties R. E. Karper, vice director, Texas Agricultural Experiment Station and J. R. Quinby, Superintendent, Substation 12 Chillicothe, had an opportunity to observe the effect of Milo Blight or Milo Root Rot in a considerable area. This disease which is caused by a fungus, one of the water molds belonging to the genus *Pythium*, was first seen at Chillicothe in 1926 and has since become widespread in all of the Rolling Plains country below the Cap Rock. The present season furnished a particularly good opportunity to compare the old standard milo with the new blight resistant strain developed by the Experiment Station and first distributed in 1937.

Infected fields this year at heading time or later looked as if there was a severe drought although an examination of the soil showed sufficient moisture to mature a crop. Over this entire area occasional fields of the new disease resistant milo were found as the Experiment Station has been making distributions of resistant seed for two years and a very wide spread distribution was made in 1938 when the stations at Chillicothe and Lubbock made over 800 distributions of seed thru county agents and vocational agriculture teachers in about 100 counties. Under the identical conditions in which the old type milo is making a half-crop or less the new resistant strain is vigorous and free from disease.

Depending upon the virulence of the infection, reduction in yield of milo from *Pythium* infection will vary from 50 to 100 per cent. In cases of virulent infection such as that in Rannels County in 1934 and 1935 and in parts of Hardeman County in 1937, the yields of grain are practically zero as the entire crop dies. Generally, however, the damage is less noticeable, as it is occurring this year in the Rolling Plains area; yields are reduced 40 to 60 per cent, and farmers attribute the low yield to drought or to chinch bug injury.

Fortunately this disease need not be a source of loss to farmers any longer. When the disease first became prevalent in extremely virulent form in Rannels and adjoining counties in 1934 and 1935, Karper and Quinby selected heads from the few apparently healthy plants which survived in large fields where thousands of other plants had been destroyed by the disease. The progeny of these plants was tested in the greenhouse in infected soil shipped in from Rannels Co. Remnant seed from heads which proved to be pure for resistance was planted in 1936. A limited distribution of resistant seed was made in 1937 and wider distributions in 1938. Large supplies of resistant seed are now available.

It is not necessary to treat the seed or the soil; it is only necessary to recognize the presence of the disease and to substitute resistant seed for the old milo for planting in 1939. Resistant seed need be bought only one time if the strain is kept pure by isolation from other varieties. Texas Certified Grain Sorghum

growers, of which there are 15, will all have seed for sale in 1939, the Experiment Station will have a considerable supply for foundation plantings, and there are numerous reliable sources of seed in many counties where growers obtained seed of resistant stock either in 1937 or 1938.

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by Lippincott and Card

(5th Edition—Revised)

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## State Ass'n Secretaries at Toronto

State grain dealer ass'n secretaries held two breakfast conferences during the annual convention of the Grain & Feed Dealers National Ass'n in Toronto, one Monday morning, the other Tuesday morning. At both breakfasts, Pres. J. F. Moyer, Dodge City, Kan., presided.

### Monday Breakfast Session

LIENS was the first subject under discussion at the Monday morning session. Ron Kennedy of the Western Grain & Feed Dealers Ass'n, Des Moines, Ia., opened it with a query as to whether any of the secretaries present had any experience with the insurance now being offered country elevator managers to protect themselves up to 80% against paying for grain a second time because it is covered by a lien.

OTTO BAST, representing Sec'y Ray Bowden of the national ass'n, commented that country shippers in the Northwest have little trouble with liens. They subscribe to lists of mortgages recorded in counties in which they are interested, and flatly refuse to buy grain from strangers who come to their elevators from distant territories.

Wide differences in the state laws governing liens was noted, and each secretary present felt that the lien laws are unfair to country grain dealers because they hold him responsible for factors over which he has little or no control.

Several of the secretaries have made rubber stamps available to their members for stamping the backs of checks given in payment for grain, with a statement that the endorser actually owns the grain and that the grain for which the check is given is free of liens and encumbrances. While each understood that these statements would not actually protect the shipper who tendered a check so stamped, if a lien case was taken into the courts, each felt that use of these rubber stamps is a good moral influence to discourage a farmer from concealing the fact, if his grain is covered with a lien.

### Thresher's Liens

Without exception, state ass'n secretaries are cautioning their members against buying grain covered by a mortgage or lien. Where grain moves to the elevator direct from threshing machines, combines, or shellers, and the thresherman has a period of several days in which to file his claim for payment according to the state law, the secretaries encourage their members to delay payment until after expiration of the period involved, so as to protect themselves against threshermen's liens.

RON KENNEDY suggested setting up uniform standards for state lien laws. Sometimes these laws are amended, he said, and if standards are set up in advance they can often be fitted in.

PRES. MOYER read the record on the number of circle letters that had been written and mailed during the year by state ass'n secretaries, showing that each had been up on his toes, and helping to spread useful information. A letter from Sec'y Flemming, of the Northwest Retail Feed Ass'n, remarked that some ass'n requests to railroads were refused because their institution would require general application. The requests were for dropping the minimum carload weight on feed from 40,000 pounds to 24,000 pounds; allowing a stop in transit for partial unloading of a car for a stop charge of \$3 per car, conditioned on 24 hours' free time before demurrage was started, and allowance of the carload rate applicable to each item shipped in a mixed car.

SEC'Y DAVE STEENBERGH, of the Central Retail Feed Dealers Ass'n, Milwaukee, Wis., suggested that ass'n bulletins be published in a form suitable for filing and that members of ass'ns be given suitable folders, or binders for this purpose.

PRES. J. F. MOYER, Dodge City, Kan., was re-elected for a second term.

Adjourned to Tuesday morning.

### Tuesday Morning Session, Secretaries' Circle

Federal crop insurance of wheat, and the handling of this wheat by country elevators attracted most attention at the second breakfast session of the Secretaries, over which Pres. Moyer presided.

ROY SMITH, Washington, D. C., acting manager of the Federal Crop Insurance Corp., explained wheat insurance, detailing the manner in which premiums are determined and collected, how these premiums are maintained in actual wheat or in negotiable warehouse receipts for wheat, and how losses are paid in kind or in their cash equivalent. "Crop insurance," he admitted, "is an experiment, with wheat as the guinea pig."

Mr. Smith said the corporation had not been able to use country elevators to hold wheat insurance premiums close to the point of origin to any great extent this year because so few were able to meet the warehousing requirements. Federally licensed warehouses are acceptable for storage, as are some state licensed warehouses, and more country elevators will likely be used in the future.

C. A. JOHNSON, Washington, sec'y of the corporation, explained that stocks of wheat



J. F. Moyer, Dodge City, Kan., was Re-Elected Pres. of the Secretaries' Circle.

received as premiums must be kept liquid, consequently had to be kept in elevators able to issue negotiable warehouse receipts. Payments of insurance premiums in cash, he said, are immediately reinvested in negotiable warehouse receipts. We want to get storage of these premiums back to the country elevators as soon and so far as possible, for the local elevator manager is the best salesman for crop insurance. The Kansas City office of the corporation, he said, now has 650 employees and is able to handle 6,000 applications for wheat crop insurance daily.

Uniform state mortgage and lien laws would facilitate crop insurance and crop loans, said Mr. Johnson. Uniform state warehouse laws would likewise help, provided these laws meet federal requirements. The corporation has no desire to make warehousing solely a federal proposition, but it does have storage requirements that will keep cash wheat in a liquid position, and it does expect adequate supervision of warehouses. Joint federal and state supervision over warehouses is one way out, but only one state now provides this.

Members suggested that the corporation set up a model state warehouse law acceptable to its purpose, and submit it to them for consideration.

FINISHING the business of the Circle, a move was adopted that the Circle submit a resolution to the Grain & Feed Dealers National Ass'n for promotion of proper filing of mortgages and liens, information regarding mortgages and liens to be submitted to grain dealers. Hope was expressed that state mortgage and lien laws might be made more uniform in the course of time, and less burdensome to the grain trade.

Adjourned *sine die*.

### Attendance of Secretaries

Secretaries present at either or both breakfast meetings of the Secretaries' Circle, of the Grain & Feed Dealers National Ass'n, included Lew Abbott, Mutual Millers & Feed Dealers Ass'n, Hamburg, N. Y.; Ray Bowden, executive vice-pres., and E. G. Kiburtz, Grain



Some of the State Ass'n Secretaries and Presidents Who Attended the Secretaries' Breakfasts. They are: Seated, left to right, Lew Abbott, Hamburg, N. Y.; J. F. Moyer, Dodge City, Kan.; J. O. Ross, Wamego, Kan. Standing, left to right, Albert J. Thompson, Glen Ridge, N. J.; A. H. Minershausen, Higginsville, Mo.; Ron Kennedy, Des Moines, Ia.; Fred K. Sale, Indianapolis, Ind.; W. W. Cummings, Columbus, O.



& Feed Dealers National Ass'n, St. Louis, Mo.; W. W. Cummings, Ohio Grain, Mill, & Feed Dealers Ass'n, Columbus, O.; Ron Kennedy, Western Grain & Feed Dealers Ass'n, Des Moines, Ia.; A. H. Meinershagen, Missouri Grain Dealers & Millers Ass'n, Higginsville, Mo.; J. F. Moyer, Kansas Grain, Feed & Seed Dealers Ass'n, Dodge City, Kan.; Fred K. Sale, Indiana Grain Dealers Ass'n, Indianapolis, Ind.; D. K. Steenbergh, Central Retail Feed Ass'n, Milwaukee, Wis. Albert J. Thompson, pres. Eastern Federation of Feed Merchants, Glen Ridge, N. J., attended in the absence of that organization's secretary, Louis Thompson.

Secretaries of other state ass'ns who had been unable to be in attendance sent letters expressing appreciation of the Circle as a means of cooperation between state and the National ass'ns.

## Books Received

**SOYBEANS IN THE UNITED STATES, Recent Trends and Present Economic Status,** covers production, crushing, price, products and their demand, in Technical Bulletin No. 619, 30 pages, by E. W. Grove of Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C.

**WHEAT SMUTS AND THEIR CONTROL** should be helpful to wheat growers who would treat their seed and use copper carbonate or organic mercury dusts in the barrel mixer or the gravity treater, the plans for making the equipment being given in Farmers Bulletin 1711 of 18 pages by the U. S. Department of Agriculture, Washington, D. C.

**THEORY AND MEASUREMENT OF DEMAND.**—Facts, not theory, have governed the author of this work in devising mathematical formulas and curves correctly representing what takes place in pricing and marketing. Numerous assistants aided the author in collecting and co-ordinating the vast amount of data considered. For the first time the modern theory of exchange and demand is clearly stated, in Chapter 1. The statistical chapters dealing with demands for corn, wheat, cotton, sugar, potatoes, beef, mutton, pork and other commodities give the elasticities and the time shifts of the demand curves and analyzes the factors affecting the prices of these commodities. The more important findings are derived by several methods and procedures, and comparisons are made between the results obtained by the different methods. The chapters on the interrelations of demand present a theory of demand for completing and competing goods, and develop a measure of the extent to which human behavior in the market place is rational or consistent. The groups of related commodities whose demands are analyzed in this connection are barley, corn, hay, oats; beef, pork and mutton; sugar, tea and coffee. The mathematical appendix of 52 pages explains the modern statistical methods which have been used in the work. The author points out the certain ultimate failure of governmental production control of crops under the downward shift of the demand curve. This elaborate work is of special interest to economists, statisticians, econometricians, farm economists and specialists in the twelve trades studied specifically in the book. By Henry Schultz, professor of economics, University of Chicago; 817 pages, 6x10 ins., indexed; the University of Chicago Press, Chicago, Ill.; price, \$7.50.

Something has happened to stem the flow of Canadian grain to the European markets. Statisticians, in their calculations this summer, predicted that a fair demand would exist for Canadian wheat this Fall, particularly after a year of extremely scarce supplies. There is one thing that may account for this recent stagnation of overseas trade, that the name of the Canadian government has become linked with that of the American government in rumors and plans for export subsidies and quota restrictions.—McCabe Bros. Grain Co.

## Occasionally Processed Nuts

By H. R. BICKNELL and W. L. HUNTER, Sr.,  
Chemists of California State Dept. of  
Agriculture.

Occasionally small amounts of certain nuts and seeds are brought to Pacific Coast Ports as return cargo and offered to oil mills. Of these, shea, lumbang, mowrah, and ucuhuba have come to our attention. Only experimental quantities of each have been processed, and, because of the experience of the oil pressers with them and the uncertain supply of the raw materials, it is not expected that they will ever be of any importance in the oil or feed markets.

**UCUHUBA NUTS** are from a species of the nutmeg family, but do not have any aromatic qualities. They are a native of South America and most of them have been shipped from Brazilian ports. The seeds are round, about one centimeter in diameter, colored light brown with black stripes, and very hard. All experiments have been conducted by the expeller process.

Because of the hardness of the seed, it is difficult to obtain a satisfactory yield of the oil. The oil has an acidity of about 18 per cent which, it is claimed, attacks the expellers. Others claim that the damage wrought was due to the abrasive qualities of the meal. Regardless of the cause, considerable damage was done to the expellers and oil mills do not expect to handle them again. The oil has been used as a soap stock. The meal is used in mixed dairy feeds. Average analysis, crude protein, 16.0; crude fat, 21.0; crude fiber, 24.8, and ash, 4.8 per cent.

**MOWRAH (ILLIPÉ) NUTS** and oil cake meal have been received in limited amounts from India. The meal is used as a fertilizer and insecticide. It has been fed to cattle without any apparent ill effects, but more work should be done upon this application before it is established as a feeding stuff. The oil is used in making soap and candles. Processing in the United States is done in expellers; in India, primitive methods, hydraulic presses, and expellers are used.

**SHEA SEEDS** are received from the West Coast of Africa. They are round, wrinkled, and light to dark brown in color. The thin shell encloses loosely the egg shaped kernels. In the experiments conducted in this country, the whole nuts have been expressed in expellers. The small amount of oil produced has been used as soap stock but it is high in unsaponifiable matter and not very satisfactory for this purpose. We understand that the oil is refined in Europe and used as an edible oil. The oil meal has not been fed, to our knowledge, because that produced here is from poor quality nuts.

## Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Sept. 29, 30. Southern Mixed Feed Manufacturers Ass'n, Grove Park Inn, Asheville, N. C.

Sept. 29, 30 and Oct. 1. Pennsylvania Millers & Feed Dealers Ass'n, Ritz Carlton Hotel, Atlantic City, N. J.

Oct. 17, 18. Independent Feed Dealers of Iowa at Des Moines.

Feb. 7, 8, 9. Farmers Grain Dealers Ass'n of North Dakota, Devils Lake, N. D.

Apr. 2, 3, 4, 5. Society of Grain Elevator Superintendents of North America, Milwaukee, Wis.

May 25. Missouri Grain, Feed & Millers Ass'n, The Elms Hotel, Excelsior Springs, Mo.

June 12, 13, 14, 15. American Seed Trade Ass'n, Fairmont Hotel, San Francisco, Cal.

**LUMBANG NUTS (CANDLENUTS)** cannot be definitely traced to their source, but it is believed that they came either from Java or India. The nuts have a hard coat which is difficult to remove and experiments have been to grind the entire nut and remove the oil in expellers. The oil has good drying properties and is being tried as a paint and varnish oil. The meal, because of a strong purging effect, cannot be used as a feed and therefore must be used as a fertilizer.

**S. W. Gongoll** of Minneapolis and eight affiliated organizations are charged by the Commodity Exchange Administration with operating as future commission merchants without being licensed. Respondents would enter into a "joint-fund agreement" with a customer, whereunder respondent adds 10 per cent to the sum received from the customer, opens and controls a commodity trading account, receives 40 per cent of any profits from said account, and is liable for losses to the extent of its one-eleventh contribution.

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# Comparison of Protein Supplement For Fattening Pigs

By J. E. FOSTER and EARL H. HOSTETLER

**Cottonseed meal studies.**—The rate of gain was greater where a protein supplement of equal parts fish meal and cottonseed meal was used than where fish meal comprised the only protein supplement. However, where cottonseed meal formed more than half of the supplement the rate of gain decreased. More protein supplement was consumed daily per pig in the groups receiving supplements of two-thirds and three-fourths cottonseed meal than in the group receiving equal parts of fish meal and cottonseed meal. However, there was very little difference in the average daily crude protein consumed per pig.

Not only did a protein supplement composed of equal parts of fish meal and cottonseed meal produce more rapid gains than fish meal alone, or any other cottonseed meal-fish meal combination, but the gains were more economical. Also greater profits per pig and returns per bushel of corn were realized from this combination.

By replacing one-half the fish meal with cottonseed meal each 100 pounds of cottonseed meal saved approximately 111 pounds of shelled corn and 31 pounds of fish meal, without placing any value on the increase in rate of gain.

There was very little difference in the results obtained from feeding supplements composed of fish meal alone, one part fish meal and two parts cottonseed meal, or one part fish meal and three parts cottonseed meal, in rate of gain, or in feed required per unit of gain. The cost of gains and returns per pig and per bushel of corn were likewise about the same.

The mineral consumption was greatest in the groups receiving the highest percentage of cottonseed meal, and the correspondingly lowest percentage of fish meal.

When fed on soybean pasture cottonseed meal, as the sole supplement, altho producing slightly less rapid gains than fish meal, made cheaper gains and slightly larger returns per pig and per bushel of corn than fish meal. However, the results of this single trial would not justify the recommendation that cottonseed meal may be fed in this way.

Altho the supplement composed of equal parts of fish meal and cottonseed meal resulted in more rapid gains and greater returns above feed cost than any of the supplements containing a larger percentage of cottonseed meal no harmful effects were evident from the larger consumption of cottonseed meal. This was true, even tho the average daily cottonseed meal eaten per pig reached as high as .66 pound or 10.99 per cent in the dry lot and 1.74 pounds or 14.35 per cent on soybean pasture. As pointed out previously tho, these pigs had been on good pasture since a few weeks after birth and were not put in the feed lots until they were from 75 to 100 pounds in weight.

**Soybean oil meal studies.**—In the soybean oil meal studies a protein supplement composed of equal parts fish meal and soybean oil meal produced more rapid gains in the dry lot than either fish meal or soybean oil meal alone, or a mixture of equal parts fish meal, soybean oil meal, and cottonseed meal. However, in feed requirement and cost for 100 pounds gain, and in profit per pig and returns per bushel of corn, the tri-supplement mixture was the most satisfactory protein supplement. Soybean oil meal, in the

mixture with fish meal, obviously replaced part of the corn rather than part of the fish meal, since the pigs in this group consumed slightly more fish meal than those in the fish meal group.

In the replacing of two-thirds the fish meal with a mixture of equal parts soybean oil meal and cottonseed meal, each 100 pounds of the mixture saved approximately 244 pounds of shelled corn and 74 pounds of fish meal.

When fed on soybean pasture, soybean oil meal and fish meal were of approximately equal value as the sole protein supplements to corn and mineral in rate of gain. However, nearly four times as much soybean oil meal was consumed for 100 pounds gain and the average returns per pig over feed cost were \$.56 more in the fish meal group.

The soybean oil meal was so palatable that when it formed the sole protein supplement (either in the dry lot or on soybean pasture), or as much as one-third of it, the protein supplement or protein supplement mixture consumed was far in excess of the amount needed to balance the ration.

**Peanut oil meal studies.**—Fish meal produced more rapid gains on less feed and at less cost than peanut oil meal and returned \$1.34 more per pig over feed cost. The mineral requirement was also greater in the peanut oil meal group. In feed replacement each 100 pounds of peanut oil meal replaced only approximately 43 pounds of shelled corn and 32 pounds of fish meal. Here, as with the soybean oil meal, the peanut oil meal was very palatable and the pigs ate considerably more of it than would have been required to furnish sufficient quantity of protein. Their consumption of it was nearly three times that of the fish meal in the check group and the crude pro-

tein eaten nearly twice that in the check group.

**Legume hay studies.**—For pigs that had been on green pasture from weaning until approximately 100 pounds in weight, no advantage was obtained over a 66 day feeding period by replacing one-fourth of the fish meal with either ground soybean or alfalfa hay, to form a supplement for white shelled corn and mineral in the dry lot. There was no significant difference obtained between the soybean hay and alfalfa hay mixtures.

**Crab meal studies.**—Crab meal alone was not a satisfactory protein supplement to corn and mineral in the dry lot. It gave far better results when comprising only one-fourth of the protein supplement than when making up all, or even one-half of it. If the trials in Table XIV and XVI are combined, fish meal as the sole protein supplement produced more than twice as rapid gains as crab meal, required much less feed for 100 pounds gain at \$3.04 less cost, and returned \$2.83 more per pig over feed cost.

The replacing of one-half the crab meal with cottonseed meal increased the average daily gain .70 pound, and reduced the cost for 100 pounds gain \$5.72. This also returned \$3.20 more per pig over feed cost, or \$.69 more per bushel of corn. In the production of 100 pounds gain each 100 pounds of cottonseed meal saved approximately 830 pounds of corn and 207 pounds of crab meal. This combination of crab meal and cottonseed meal though, was not so satisfactory a protein supplement as fish meal alone.

The palatability of the crab meal was so low, that where it formed the sole protein supplement, insufficient amounts of it were consumed to furnish enough protein to properly balance the ration.

Crab meal, as the only protein supplement, was less valuable for small pigs than for well grown pigs.

**Tankage studies.**—Low grade tankage of 40 per cent protein was slightly inferior to fish meal when both were mixed with equal parts of cottonseed meal and fed as supplements to corn and mineral in the dry lot. The gains were less, the cost per unit of gain more, and the profit per pig and re-

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turns per bushel of corn less in the tankage-cottonseed meal lot.

A protein supplement mixture, composed of equal parts fish meal and high grade tankage, did not produce quite as rapid gains as fish meal alone. However, it reduced the feed and cost for 100 pounds gain and returned slightly more per bushel of corn. Not quite as much profit per pig was obtained though. As previously pointed out, this mixture appeared unpalatable.

**Whale meal studies.**—Whale meal was not nearly so satisfactory as protein supplement as fish meal in rate of gain, feed requirement per unit of gain, cost of gain, or in profit per pig or per bushel of corn. The substitution of whale meal for fish meal lowered the average daily gain .8 pound, raised the total feed required per unit of gain 100 pounds at an increased cost of \$1.72, and decreased the returns per pig over feed cost \$3.54 or \$.32 per bushel of corn. In the feed required for 100 pounds gain each 100 pounds of fish meal saved approximately 263 pounds of corn and 174 pounds of whale meal. The whale meal was much lower in minerals than the fish meal and the mineral consumption in the whale meal lot was excessive.

**Herring meal and fish meal** were of equal value in rate of gain produced, but less feed was required per unit of gain in the herring meal lot. This lot also produced cheaper gains and returned more per pig over feed cost and per bushel of corn than the fish meal lot. The herring meal group consumed approximately 22 pounds less feed per 100 pounds gain at \$.42 less cost, and returned \$.71 more per pig over feed cost or \$.10 more per bushel of corn. In the feed required for 100 pounds gain each 100 pounds of herring meal was equivalent to approximately 40 pounds of corn and 141 pounds of fish meal. On this basis the herring meal was worth \$115.82 per ton as compared with fish meal at \$70.00 per ton.

**Mineral consumption** in general was greater in the groups that received the smaller proportion of animal protein supplement, and lower in the crab meal groups than in the other animal protein supplement groups.

**Protein consumption.**—There was far more difference in the average daily protein supplement eaten per pig, in the different comparisons, than in the average daily crude protein consumed per pig.

**Most satisfactory supplements.**—When all the factors considered are taken into account, the most satisfactory protein supplements to corn and mineral for fattening pigs in the dry lot, were the mixtures of equal parts fish meal and cottonseed meal, equal parts fish meal and soybean oil meal, and equal parts fish meal, soybean oil meal, and cottonseed meal.

**Returns for corn.**—In every case, with the exception of one crab meal lot, the returns per bushel of corn were greater than the market price. These increases per bushel of corn consumed, ranged from \$.22 to \$.78 with the majority of the tests returning from \$.60 to \$.70 more per bushel than the market price.—Technical Bulletin No. 56, North Carolina Agricultural Experiment Station.

**The Commodity Credit Corporation** recently ruled that on wheat eligible for loans when shipped by rail to a terminal or sub-terminal elevator located at other than one of the designated terminals, any freight paid to such elevator would be credited to the loan value of such wheat. In other words, on wheat stored in such elevators only the balance rate to the designated terminal need be deducted from the designated terminal loan price of that respective grade. This ruling enables terminals and sub-terminals located throughout Kansas to participate in the storage of such wheat on an equal basis with elevators located at the designated markets and will return to the producer the freight that was necessary for him to pay to get his wheat to an approved storage elevator.

## Turf for Athletic Fields

By BASIL E. GILBERT, director of research, Rhode Island Agricultural Exp. Sta.

The plats of individual and mixed grasses planted in the center of an athletic field, to determine the comparative resistance to wear have been under test during four playing seasons. The play is continuous and heavy from early September until December.

The individual grass which has been outstanding under these conditions is Kentucky bluegrass. The invasion of bluegrass on plats not seeded with it in the original mixture has been from 10 per cent in the pure velvet, 15 per cent in Astoria, to 65 per cent in the Chewing's fescue-Rhode Island bent plat. The competition has not been so great against the creeping forms as against the non-creeping forms. It has dominated the mixtures except where peat-moss was incorporated with the soil before seeding. In the peatmoss plats it has intermingled to produce a firm, uniform mixture consisting of about 40 per cent bluegrass, 40 per cent fescue, and 20 per cent Colonial bent.

The results show that Astoria (a creeping form of Colonial) and velvet bent are not desirable or practical either in a pure stand or a mixture because they send out runners, tufts, or stolons, which in the absence of suitable composting, produce a brown, fluffy mass which appears undesirable and ruffles up. This is not the case with bluegrass, fescue, or Rhode Island bent, but it is true with Oregon Colonial bent which is another creeping form.

Based on the results of this study the most suitable turf for the athletic field has been developed not from a pure seeding of any one grass but from a mixture of Pacey's ryegrass, 2 pounds; Chewing's fescue, 2 pounds; Kentucky bluegrass, 1 pound; and Colonial bent, 1 pound. The Pacey's ryegrass was not permanent but served as a nurse crop. The form of Colonial bent which appears the best for the athletic field mixture is Rhode Island bent.

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# Ohio Dealers Frolic

Nearly 170 Ohio grain dealers, their wives, friends, and representatives of allied trades, attended the annual fall meeting of the Ohio Grain, Mill & Feed Dealers Ass'n, held Sept. 20, at the Sidney Golf & Country Club, Sidney, O.

A morning session only was held, in the big ball room of the club house, for the speakers, and the business of the ass'n. The afternoon was devoted to fun and frolic, with an assembly of 80 prizes to be distributed to the winners in the golf tournament, the horse shoe pitching contest, and the bingo games.

PRES. G. E. O'BRIEN, Greenville, presided at the business session, and introduced the speakers.

HON. JOHN SEXAUER, mayor of Sidney, officially welcomed the convention.

LYMAN PECK, Fort Wayne, an expert on animal nutrition, was the first speaker. His address appears elsewhere in this number.

MRS. E. H. MILLER, well known crop statistician from Chicago, was the second speaker. Mrs. Miller's address appears elsewhere in this number.

**Wheat Test Plots.**—Mrs. Miller was recalled to explain the wheat test plots developed and used by Major H. G. L. Strange for Canadian line elevators to improve the quality and yields of Canadian hard spring wheat. These test plots are reputed to have done more for Canadian wheat in the last seven years than was done by individual effort in the previous 30 years. When the plan was started in Canada, she said, the test plots usually demonstrated that farmers were growing almost every kind of wheat except what they thought they were growing, and most of it was mixed. The elevator companies made great strides in improving the quality of seed wheat sown by exchanging good seed wheat of adapted varieties for farm seed. She touched on importation of the Canadian plan by Dr. John Parker who two years ago started the spread of test plots thru Kansas, as described in the Aug. 10 issue of GRAIN & FEED JOURNALS.

**Corn Test Plot.**—E. W. Manthey, Chicago, briefly described a corn test plot developed by an Illinois elevator manager, in which 25 different hybrids and two open-pollinated varieties of corn are competing with each other to demonstrate their ability to make good yields of high quality corn under local conditions; and encouraged the dealers to use this means for improving the grain grown in their communities.

**Corn and Soybean Prospects.**—Corn and soybean prospects varied widely, according to the reports given by individual Ohio dealers, but generally the yields are not expected to match the yields of last year. A dry August, said B. R. Hoagland, in Van Wert and Paulding counties, slowed up the growth and has reduced the promised yields so that farmers wishing to contract sale of the crops before harvest are talking 15 to 20 bushels per acre for soybeans, and only 30 to 50 bushels per acre for corn. The consensus of opinion among the dealers showed that there is still plenty of old corn in the hands of the farmers, so there is little reason to start over-anxious bidding for new, high-moisture corn as soon as it starts coming to market.

**Corn Borer.**—Mr. Hoagland was worried about the corn borer. "They fairly pop out at you in some of the corn fields in Van Wert and Paulding counties," he said. The succeeding discussion showed that the corn borer attacks hybrid corn as well as open-pollinated corn, and that the bigger stalks of the hybrid plants will often carry more corn borers than the open-pollinated plants.

"The corn borer is cannibalistic," said Mrs. Miller, describing an experiment in which it

was learned that a corn borer will eat four kernels of corn a day, and that it eats exactly 11 days, then spins itself into a cocoon. "If," she said, "you put two corn borers together, you soon have only one corn borer. One eats the other. A corn stalk may carry quite a number of corn borers, but you never find two corn borers close together in the same stalk. When they meet, one eats the other. Thus, corn borers check themselves."

GEORGE "WOODY" WOODMAN talked briefly about the Toledo market, and said that while all grain dealers who have driers are preparing them to handle new, high-moisture corn, they are not anxious to start them too soon, preferring that corn have a good chance to mature before it comes on the market, and that dealers refrain from purchasing new, high-moisture corn until they are sure it will stand the hours it must spend in an elevator or a car before it reaches a drier.

JOHN ANDERSON represented the Buffalo market, remarking that the market had plenty of elevator space available since a preferential Canadian tariff diverted practically all Canadian Wheat thru Montreal instead of Buffalo. Canadian export wheat has to pay 6c per bushel more to move thru terminal elevators in this country, he said, than to move thru Canadian houses.

## Government Wheat Loans

L. D. ALLEN, Sidney, federal department of agriculture wheat inspector for Shelby county, explained government regulations on federal wheat loans. "There are two forms of storage for wheat on which the government makes loans," he said, "farm and terminal. My job is to inspect wheat stored on the farm when the farmer makes application for a government loan on this wheat. Samples are taken with a probe, the same as when cars are sampled. Sometimes it is difficult to get these samples. One farmer, for instance, had his wheat stored in a silo.

"Very little farm wheat could qualify for farm loans before the government raised the moisture allowance to 14%. The regulations covering sampling and inspecting are very rigid. If wheat on the farm is out of condition, it must be put in condition before a loan will be granted. The farmer must also meet the requirements on soil conservation and acreage allotments before he will be given a loan. This requirement has held down the number of loans."

PRES. O'BRIEN said: "If weevil got into a farmer's wheat after he had received a loan, whose wheat would it be?"

"Wheat on which a loan is made belongs to the farmer until the loan is paid. The wheat is sealed, but this is an open seal, and the farmer is expected to look at the wheat every once in a while, and he must keep it in condition. If the wheat went out of condition it would be the farmer's loss. The wheat inspector makes a chalk mark at the level of wheat in the bin, when he takes his samples. The farmer must carry primary insurance on the wheat, the government carries secondary."

"How many government loans on wheat have been made in Shelby county?" asked Pres. O'Brien.

"Six applicants have received loans. Four or five more have made application, but could not meet the requirements because they exceeded the 5% overage allowed in their allotted acreage for one or more crops covered by department of agriculture regulations. This overage tied up the possibility of loans on their wheat. One reason there were no more loans is that so many were ineligible. Another is that the loans were made available too late to help many of the farmers. A lot of them had already disposed of their crops."

SEC'Y W. W. CUMMINGS, Columbus, announced the luncheon and described features of the afternoon program of games.

Adjourned *sine die*.

## Ohio's Luncheon

The dining room in the basement of the club house was filled to overflowing with the number of guests who had arrived. There was no speaking, only good food, and the very excellent music of an accordion orchestra supplied by Sidney members of the ass'n.

When the luncheon was over, Mrs. Miller took a poll of the grain dealers on the drop in farm purchasing power, compared with last year. The poll showed this drop to average between 20% and 40%, variations running from 15% to as high as 65%.

## Winners at the Sidney Games and Contests

A long list of donors supplied 80 awards for the games and contests, and horseshoe pitching contests that featured the afternoon entertainment. Among the donors were E. G. Buchsieb, Inc., Chase Bag Co., Cargill, Inc., Cleveland Grain Co., Colonial Salt Co., Continental Steel Co., Cummings & McAlister, Davison Chemical Corp., H. W. DeVore & Co., The Early & Daniel Co., G. R. Forrester & Co., Edw. J. Funk & Sons, Greene & Brock, Kellogg Grain & Elevator Division, R. A. Kelly & Co., Lansing Grain Co., Livingston Seed Co., McMillen Feed Mills, Inc., Menel Milling Co., The Mill Mutuals, Morton Salt Co., Mulkey Salt Co., Norris Grain



Officers and directors of the Ohio Grain, Mill & Feed Dealers Ass'n conferred at Sidney, before the convention. They are: Front row, left to right, Sec'y W. W. Cummings, Columbus; Pres. G. E. O'Brien, Greenville; Vice-Pres. H. R. Wooley, Pickerington; Director E. L. Allton, St. Paris. Back row, Directors B. R. Hoaglin, Scott; J. C. Johnstone; L. R. Watts, London; H. E. Frederick, Marysville; E. A. Fitzgerald, Cincinnati.



Co., O'Brien Milling Co., Old Fort Mills, Inc., Harry B. Olson, Oyster Shell Products Corp., Ralston-Purina Co., O. M. Scott & Sons Co., Sidney Grain Machinery Co., Southwell Grain Corp., VioBin Corp., J. E. Wells & Co., and Wood Grain Corp.

The awards were divided between the features of the afternoon entertainment, according to the number of participants in each.

**FIRST WINNER** in the games was Ed McClure, of Lima, who acquired a fine electric clock to grace the Wittig office. Second was B. R. Hoagland, Scott, who selected a box camera. Third was Arthur Freeman, of Spring Valley, who got a cream and pitcher set.

**OTHER WINNERS** were Dan Myers, Lockbourne; Mrs. C. E. Wilkinson, Sidney; Mrs. J. R. North, Groveport; Ferd Detjen, Wapakoneta; C. A. Fagelman, Tiffin; Alfred P. Eier, Nevada; C. H. Ginn, Sidney; Alvin Steffin, Dawn; A. B. Jones, West Milton; D. B. Walker, Circleville; Virgil Jackson, Toledo; O. M. Clark, North Lewisburg; Mrs. H. R. Wooley, Pickerington; Fred W. Dieiksheide, Kenton; LeRoy Neal, Columbus; John Homan, Burkettsville; C. W. Andrews, Maplewood; E. P. Short, Lima; Mrs. E. A. Fitzgerald, Cincinnati; C. R. Knox, South Bend (Ind.); L. D. Allen, Sidney; Edw. J. Wendel, Jewel; Dan Yount, Columbus; H. R. Wooley, Pickerington; Mrs. W. W. Cummings, Columbus; Clyde Rudy, Bellevue; Milton B. Wittig, Lima; Geo. Forrester, Jr., Toledo; Al Heiby, Greenville; Everett Early, Waynesville; G. C. Cline, Ashville; Mrs. Orville Badertscher, Bluffton (Ind.); Ray Raeth, Hanston; E. L. Allton, St. Paris; J. H. Shumaker, Brookville; G. O. Weimer, Rosewood; Mrs. O. B. Armstrong, Osborn; Glen Pontius, Roxanna; R. E. Crone, Osborn; C. A. Hiegel, Leipsic; Joe Fidders, Franklin; H. E. Iams, Dayton; C. J. Kramer, Yorkshire; O. M. Jennings, Beaver Dam; Mrs. W. Clemens, Defiance; Wm. Allread, Greenville; Sheldon Ackerman, Lima; Walter Lay, Kettleville; E. Lay, Brookville; Guy Spangler, Urbana; W. M. Sloan, Toledo; J. A. Vore, Cairo; H. W. Miller, Sidney.

C. D. COLE, Greenville, was a winner in the horseshoe doubles, and took a leather bag. Dan Yount, Columbus, was another winner in this contest, taking a flash light.

**WINNERS** in the golf tournament were E. B. Terrill, Jr., E. A. Fitzgerald, L. W. Dewey, Lawrence Fitzgerald, H. G. Hornig, D. W. Mahaffey, D. W. McConnell, A. R. Wilson, G. E. O'Brien, George Dewey, and John Anderson, in the order named.

**THE AWARDS** were almost endless, and so attractive that any member of the ass'n who remained at home regretted it. Almost every home and personal gadget was in the

list, including coffee percolators, sizzle platters, electric irons, electric shavers, goggles, bags, dog food, timothy seed, an array of electric clocks, bath towels and bath mats, fruit juicers, thermos jugs, smoking sets, cigarettes, bridge sets, powder boxes, flashlights, lamps, bathroom scales, and golf balls.

## Freezes, Rust, and Acreage

By E. H. MILLER, crop statistician, Chicago, before Ohio Grain, Mill & Feed Dealers Ass'n.

History tells us that there is no agricultural area in the world, and no farmers in the world, who do not suffer, by one cause or another, alternate periods of prosperity and depression, highs and lows in prices, good crops and poor crops, too much rain or too little rain, and too little government help or too much government help.

The drouth consumes us. There on high  
The hills are parched, the streams are dry.  
The drouth consumes us. Still I strive  
And will not leave while I survive.

Many times in the last few years, when driving thru the drouth parched areas of the United States, and witnessing the fortitude and courage of our farmers, this verse has occurred to me. The same high courage that inspired this verse 3,000 years ago, is found in our farmers today.

Never, since the dawn of time, have sufficient foodstuffs been produced in the world in any one year to meet the needs of all of the people in the world. In spite of this, our agricultural officials, who would make of farming a Utopia, producing each year just what we desire, pay our farmers not to till the soil that has produced our substance for ages.

A great English philosopher, Doctor MacKay, said many years ago: "Men, at certain times, think in herds; they go mad in herds, and recover their sanity slowly, one by one." The refreshing thing about this is that sanity does return, and I am certain that sanity will return again to agriculture. Meanwhile the grain trade must live with experiments by those who do not seem to realize that even the ever-normal granary was tried, and found wanting, in China more than 2,000 years ago.

The 1938 crop in the hard winter wheat belt suffered from four major factors. These were root structure, the April and May freezes, rust, and a wet harvest. In addition to this the crop suffered severe local damage in some sections from cinch bug, and army worms.

**THE ROOT** structure of the wheat in the Southwest this year was lateral, and failed to penetrate far below the surface. This was due to insufficient subsoil moisture to attract the roots, yet plenty of surface moisture to keep the plant green and growing. The result was a healthy appearing plant that had little



Mrs. E. H. Miller, Crop Forecaster, Chicago, Ill.

staying power to carry it thru the periods of dry weather and properly to fill the heads.

When temperatures drop to 27 or 28 degrees above zero they are likely to hurt wheat, even tho the damage is not immediately apparent. Later the heads fail to fill. The real damage fails to appear until the harvesters enter the fields and find the yields light.

Late wheat suffered most severely from the late freezes. Early wheat escaped with the least damage. This appeared to be because the heads that had cleared the shoots carried less moisture than did the heads that were just shooting at the time of the freezes.

**RUST** followed the freezes. For years we have been told to kill the barberry bushes. Today over 90% of the barberry bushes, and a lot of prize gooseberry bushes that department of agriculture representatives mistook for barberry bushes, have been eradicated. Yet we still have rust, in fact, we have just come thru three of the worst rust years we have ever known. In 1935 black rust swept the Southwest; in 1936 this plague swept across the Mississippi into Illinois, and Indiana, and Ohio, where soft wheat districts had never before experienced it. Perhaps failure to recognize it in soft wheat districts was because black rust is a brick red color at its most damaging stage. The plant turns a dirty gray only after it is dead.

Possibly rust continues because each pustule that survives winter is capable of producing from 100,000 to 500,000 rust spores, and a new crop of spores develops every six to 10 days. Thus rust develops very rapidly when given a start under suitable conditions.

Dr. Stackman of Minnesota, in a study of rusts, has discovered more than 150 different varieties. This may be one of the reasons why new varieties of rust resistant wheat so soon break down and no longer resist rust. According to the investigations into rust, a new variety of wheat that is rust resistant remains resistant for only about six years.

**IN SPITE** of modern machinery that makes short work of harvest, a wet harvest is still a problem for the farmer. This year we had heavy, drenching downpours just before harvest and the sappy, green wheat plant in the Southwest filled heads with puff, high moisture berries that gave light test weights and produced an off grade crop. East of the Mississippi the wheat escaped the effects of these heavy rains. A dry May caused short



Prizes for which grain dealers fought in games and contests featuring entertainment at convention of the Ohio Grain, Mill & Feed Dealers Ass'n, Sidney, O.



heads, but the heads filled well and produced good wheat.

THE FUTURE for wheat production remains an uncertain factor in the minds of good wheat men. It is difficult to forecast. Dozens of new varieties of rust resistant wheat are being developed. The government is trying its level best to reduce the acreage devoted to wheat. The farmers, on the other hand, are largely hostile to the government efforts, for while they reduce acreages they seek to grow more on the acres allotted to them for money crops. The reduction in cotton acreage, for instance, has given us phenomenal yields. Cotton farmers never before known to produce more than 180 lbs. of cotton per acre on the finest land, are using fertilizer and producing 250 lbs. The acreage taken out of cotton production means more wheat and corn in the South. A reduction in corn acreage last year gave us a bumper crop of corn.

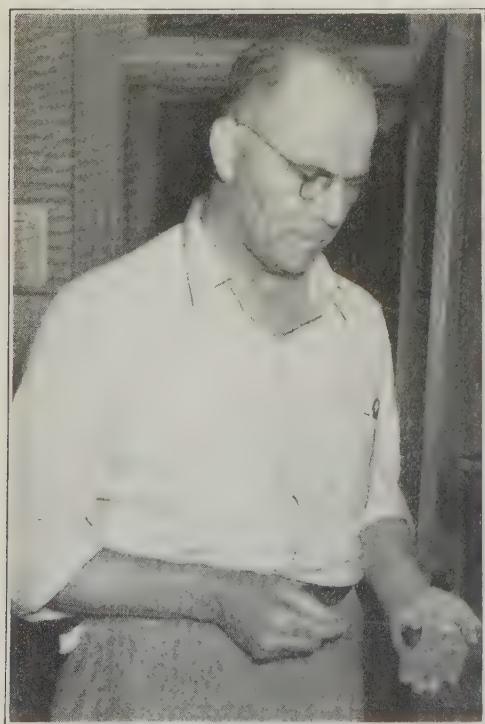
THE INTERESTS of the grain dealer lie with the production of good crops and the maintenance of high yields in his community. Perhaps the best way to overcome the hazard of reduced acreages is for him to keep in mind that immortal poem on "April" that says:

I have known seed,  
Selected carefully with time and pains,  
Reverted to type, unless the human hand  
Chose out the biggest year by year. Thus fate  
Drags all to ruin, with a backward pull.

Help your farmers to choose good seed. Encourage them to plant good seed, and you may expect a return for your efforts.

The A.A.A. has extended to 59 counties outside the commercial loan belt the privilege of renewing their 50c loans at 57c.

The A.A.A. recently ruled that the farmer with volunteer wheat may use his volunteer fields for pasture this fall and next spring. Then, if he is to get the two benefit payments, 10c to 12c a bu. for price equalization and 16c to 18c a bu. for soil conservation, all the wheat except the allotted acreage must be plowed up. If the excess acres are plowed under this fall, the benefit payments would be made in December. If the volunteer growth is used for spring pasture, also, payments of the 10c to 12c a bu. will not be made until the excess acres are plowed under.



C. W. Thierolf, Beloit, Kan., Scoops Up 100 Grains of Wheat with a Thimble.

## Thimble Measures Sample of Wheat

"The trouble is," said C. W. Thierolf, manager of the Dockstader-Thierolf Grain Co., at Beloit, Kan., to his partner, as a disgruntled farmer drove a load of wheat off their scales, "that all of us grain dealers are just guessing at the amount of rye in this wheat. None of us guess alike. That is why we are so far apart in our discounts.

"None of us is willing to take the time and trouble to take a sample of wheat and work out the percentage of rye present. And we can't get the farmers to clean up their fields and eliminate rye mixtures without discounting them. If we only had something that would measure out a hundred—" Mr. Thierolf stopped. What would measure out 100 grains of wheat?

A 100 kernel sample could be picked quickly and the approximate percentage of rye in the wheat accurately determined, simply by counting the kernels. What would hold 100 kernels of wheat?

The question annoyed him as he turned back to his books. It still annoyed him after dinner that evening, when he glanced up from his evening paper and noticed a bright thimble on the finger of Mrs. Thierolf, busy at her sewing.

"Do thimbles," he asked her, "come in different sizes?"

"Why, yes. Of course they do. All kinds of sizes."

"Where do you get them?"

"Oh, department stores. Ten-cent stores. Lots of places have them."

Mr. Thierolf turned back to his paper. Thimbles!

The next morning Mr. Thierolf left his office soon after running thru his mail, and went in search of a ten-cent store. In a short while he returned with one of every size of thimble the store had in stock.

With the thimbles he started measuring a sample of 60 pound wheat. The No. 10 thimble scooped level full, he found on many trials, held 98, 99, or 100 grains of wheat. Mr. Thierolf got another sample of wheat, and still another, and tried the thimble time and again. Each time he counted 98, 99, or 100 grains of wheat in the level thimbleful of 60 pound wheat. If the wheat tested 56, or 57, or 58 pounds to the bushel the thimble had to be filled a little shallow, if it tested over 60 pounds, the thimble had to be filled heaping full to measure out the required 98 to 100 grains of wheat for picking. Mr. Thierolf was satisfied.

At the local tin shop, the tinner soldered a short piece of stiff wire to the thimble for a handle, and Mr. Thierolf started to use it in making determinations of the percentage of rye in wheat brought to his elevator for sale.

A week later Mr. Thierolf called an evening meeting of the grain dealers in Mitchell County. At the meeting he appeared with several samples of wheat, and a No. 10 thimble sampler for each of the grain dealers.

"A No. 10 thimble," he said, "will hold approximately 100 grains of 60 pound wheat." Then he explained to them how the 100-grain samples could be picked, and the exact percentage of rye present could be determined quickly. "A glass surface is fine for picking the sample," he said. "Or a piece of paper of contrasting color will do very well."

Discounts on rye mixed wheat were firm at Mitchell county elevators the next morning. Thru the following months and years, these discounts continued to follow the discounts given rye mixtures in terminal markets.

Few farmers in Mitchell County, Kan., bring rye mixed wheat to the country elevators today. Their fields and their seed wheat have been cleaned up. "Nothing like a discount for mixtures," says Mr. Thierolf, "to encourage a farmer to grow pure wheat."

# New!

20th Edition

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by

F. B. Morrison

This edition has been entirely rewritten and revised to contain the latest information on live stock feeding and nutrition. Entirely new compilations of recent analyses of American feeds are presented in the Appendix Tables. Extensive data are presented concerning the mineral and vitamin content of important feeds.

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Grain & Feed Journals

Consolidated

332 S. La Salle St.

Chicago, Ill.



# Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

## ARKANSAS

Jonesboro, Ark.—J. T. White, executive head of the Jonesboro Rice Mill Co., announces their new rice mill is now completed and in operation. The new mill is of brick construction, modern in all respects, up-to-date machinery installed, and with a capacity of 700 bbls. a day. The new plant replaces the mill destroyed by fire several months ago.—P. J. P.

## CALIFORNIA

Tulelake, Cal.—Klamath Basin Feed Co. has moved to its new location in the E. L. Booth Warehouse and display room. Louis Anderson is operator.

Santa Clara, Cal.—The Santa Clara Dairymen's Feed Co., capitalization \$25,000, has been organized by Fred J. Vargas of San Mateo, Cal., Manuel J. Vargas and Frank E. Buckman of San Jose, Cal.

Tulelake, Cal.—J. T. Negley & Co. have purchased from the Southern Pacific Railway Co. the buildings adjacent to the S. P. tracks comprising the main warehouse and two smaller warehouses, machine shop, and scale house, the latter a tile structure with loading scales in front, which the company has occupied under lease for the last five years. These, with the large warehouse on the west side of the tracks, but by the company several months ago and used for grain storage, make a total of four warehouses belonging to the company. F. A. Boyd is manager.

Chula Vista, Cal.—The R. & S. feed store, just outside the city limits, was destroyed by fire early Sept. 4 at a loss estimated at \$30,000. The store is operated by Burt, Earl and Lloyd Reuter. A 15-ton six wheel semi-truck and trailer was destroyed in addition to the milling machinery and stock. The feed store is open for business as usual, according to Burt Reuter, stocks having been received and temporary quarters set up in one of the chicken houses owned by the company located near by which, with the Reuter residence, escaped the fire. Work of rebuilding the burned plant will start soon.

## CANADA

Bell River, Ont.—The Belle River Grain Co. is making some improvements in its plant this year, one of the biggest being the installation of a new Randolph Direct Heat Drier of the latest type, which is now ready to handle the coming corn crop. There are very few driers in this part of Canada.

Winnipeg, Man.—The Federal Grain, limited, of Winnipeg, reported a loss of \$71,295 for the year ended July 31, 1933, compared with a loss of \$84,610 at the end of the previous fiscal year. Due to crop failure a year ago over wide areas of the prairies the volume of grain handled through the company's elevators was the smallest on record, the report stated. The company sold one of its three terminal elevators at Fort William and will operate the other two with total capacity of 5,250,000 bus. as previously reported in the Journals.

Winnipeg, Man.—John W. Horn, ass't general manager of the Western Canada Flour Mills Co., Ltd., has been named pres. of the Winnipeg Grain Exchange. George S. Mathieson and C. Gordon Smith were elected vice-presidents. The council elected for 1933-39 includes Henry Gauer, C. E. Eggleston, C. E. Hayles, Geo. W. P. Heffelfinger, Stanley N. Jones, R. W. Milner, F. W. Parrish, R. C. Reece, A. C. Reid, Harold L. Saunders, S. A. Searle and G. R. Severson. Members of the arbitration com'te include C. E. Eggleston, John B. Fisher, F. O. Fowler, G. N. Heimbecker, N. L. Leach, H. Sellers, G. R. Severson; the com'te of appeals includes W. R. Bawlf, C. E. Hayles, W. A. Murphy, W. H. McWilliams, E. S. Parker, J. A. Richardson, A. P. White.

Winnipeg, Can.—An operating profit of \$158,876.39 for the fiscal year ending June 30, after meeting bond interest of \$163,681, is reported in the annual statement for the Alberta Pacific Grain Co., Ltd. After providing for depreciation and other charges of \$208,786.56, surplus account was reduced by \$51,160.17.

Vancouver, B. C.—The Alberta Wheat Pool is seeking to lease additional terminal elevator facilities here, it has been reported. It is possible the pool may take over the Vancouver harbor board's No. 2 elevator which has a capacity of 1,600,000 bus. Negotiations are under way with federal authorities, and should the lease be obtained, it would increase the pool's storage capacity at the coast to 6,600,000 bus. The pool's own terminal elevator here has a capacity of 5,500,000 bus.

Fort William, Ont.—Increases ranging up to 15c per hour are provided in agreements that have been completed between 12 companies operating 20 terminal grain elevators at the head of the lakes, and the employees, the agreements effective Sept. 1, and continuing into effect until July 31, 1939, and remaining in effect automatically after that date unless either party gives 30 days' notice of revision or cancellation. A minimum of 50c an hour is provided for shovelers, and a sliding scale of higher wages for other work is established. The actual rate of increase will depend upon the rates previously in effect, and many inequalities as between the schedules paid by various companies for the same work will be eliminated by the establishing of uniform rates. A ten-hour day is established for the open season of navigation, and an eight-hour day for the months when ships are not moving. Overtime will be paid on work done more than 10 hours per day, at the flat rate of 15c per hour above the day rate regardless of the regular rate of pay for the particular operation. The rate on Sundays and seven legal holidays during the year will be at time and a half. Any man starting work is guaranteed a minimum of half a day's pay. Seniority is established, dating from the time the men started to work for his company, and provision is made for a shop com'te in each elevator to handle grievances that may arise. Companies which signed the agreement are: N. M. Paterson & Co., Ltd., Fort William Elvtr. Co., Ltd., Manitoba Pools Terminals limited, Western Grain Co. limited, Federal Grain, Ltd., United Grain Growers Terminals, Ltd., Saskatchewan Pool Terminals, Ltd., Union Terminal, Ltd., Eastern Terminal Elvtr. Co., Ltd., Bawlf Terminal Elvtr. Co., Ltd., Canadian Consolidated Grain Co., Ltd., and MacCabe Bros. Grain Co., Ltd. These companies operate 20 out of the 25 houses now in operation at the head of the lakes.

## COLORADO

Pueblo, Colo.—Harry S. Middlekamp, 46, died at his home recently after a one-day illness. Mr. Middlekamp was manager of a group of alfalfa mills in northern Colorado for the Great Western Alfalfa Milling Co. for several years.

## ILLINOIS

Xenia, Ill.—Bright Bros. have installed a new feed mill.

Monmouth, Ill.—A 15-ton Howe Motor Truck Scale was recently purchased by M. C. McCulloch.

Leaf River, Ill.—A new Soweigh Heavy Duty Motor Truck Scale has been purchased by A. E. Spring.

Holcomb, Ill.—Robert Sheaff recently purchased a new Soweigh Heavy Duty Motor Truck Dump Scale.

Galesburg, Ill.—The Galesburg Soybean Products Co. plant is being built here for operation early this fall.—P. J. P.

Carlock, Ill.—Lloyd Lantz, Deer Creek, has purchased the local feed mill.

Casner, Ill.—The LaPlace Co-operative Grain Co. is displacing a gasoline engine with two fully enclosed motors of 5 and 3 h.p.

Newman, Ill.—Elvis Weathers has opened a grain office here. Mr. Weathers has been in the grain business for a number of years.

Monmouth, Ill.—Allen Mills installed a Combined Sheller and Cleaner in its new plant, purchased from the Sidney Grain Machry. Co.

Durand, Ill.—A large scale is being installed at the north side of Graham Bros. elevator here, platform 9x34 ft., weighing capacity 20 tons.

Towanda, Ill.—George H. Geiger, 76, an organizer and pres. of the Towanda Grain Co., died Sept. 22 at Brokaw hospital, Bloomington, Ill.

Champaign, Ill.—Henry A. Shively, 79, for many years a member of the Chicago Board of Trade until his retirement 15 years ago, died Sept. 25, at his home here.

Irene, Ill.—Frank Banks has leased the elevator here to A. Cooper & Sons of Woodstock, Ill. The elevator was built and operated by his father, George W. Banks, for 38 years.

Lisle, Ill.—The Riedy mill and grain elevator burned to the ground early Sept. 7, with a loss of all machinery, grain and other contents. A large truck, parked near the building, also burned.

Illinoi (Momence p. o.), Ill.—We have just finished rebuilding our Illinoi Elevator, putting on new roof, new galvanized siding, repairing building thruout, and installing a new 15-ton truck scale.—Hobart & Smith.

Rushville, Ill.—The Rushville Farmers Grain & Livestock Co. has had a successful year in which it has made major improvements to its elevator property and office. A 5 per cent dividend has been declared and distributed to stockholders.—P. J. P.

Compton, Ill.—The Torri brothers, Anthony, of Seatonville; Quinto, of Ladd, and Joseph A., of Kankakee, have bot the J. W. Banks elevator from A. W. Banks and son. Quinto Torri will manage the plant. He has been employed by James P. Ryan, Chicago grain commission agent, for three years.

Sidney, Ill.—The Sidney Grain Co.'s new office has been completed and is in use and the new scale has been installed. The old office and scale were removed a block east where the company owns two additional elevators for storage. Verne Johnston is manager of the company's local elevators.

New Canton, Ill.—The King Elvtr. Co. has leased ground at Cincinnati landing and will build an elevator on the bank of the river, to be completed by harvest time next year. With the nine ft. channel system completed in the Mississippi, river hauling is coming back, for it affords a cheaper means of transportation of grain to market.

Decatur, Ill.—The Hammond Co-operative Grain Co. of Hammond has filed a suit against receivers for the Hight Elvtr. Co. in Macon county circuit court asking delivery of 4,444 bus. of oats, or cash equivalent. The grain firm asks that its claim for oats, valued at \$1,155.44, be made a preferred claim against the Hight Company, of which James S. Baldwin is receiver.—P. J. P.

Decatur, Ill.—Claiming the late J. C. Hight had only limited authority as an agent for the Inland Warehousing Co., the latter company has filed answer to the suit by the Pierson Elvtr. Co. v. James S. Baldwin, receiver for the Hight Company, for more than \$2,000 which the Pierson Elevator claimed is due for soybeans delivered to the Hight company in exchange for Inland warehouse receipts. The Inland firm agrees that the Pierson firm should receive payment, but should surrender and cancel warehouse receipts.



## CHICAGO NOTES

Thos. F. Barrett, of John F. Barrett & Co., died Sept. 17. Mr. Barrett became a member of the Board of Trade in 1916.

C. C. Blair, who some time ago severed his connection with the Duluth Peavey Terminal Co., Duluth, Minn., as vice-pres. and general manager, has moved to Chicago, and become associated with Bartlett-Frazier Co.—F. G. C.

A "Dutch" dinner will follow a shop inspection of the Argo plant of the Corn Products Refining Co., 63rd and Archer ave., Tuesday afternoon, Oct. 4, starting at 4 o'clock, by the Chicago chapter of Society of Grain Elvtr. Superintendents. A short talk will be made by the company's research chemist, Dr. Collins Veach, his subject to be "Manufacturing Process and Products Made From a Kernel of Corn." The dinner will be given at 8041 South Ashland ave., at 7 o'clock, and members not able to be present earlier are urged to join the party at this occasion. C. L. Alger is pres. of the Chicago chapter.

On the recommendation of the Warehouse com'te, the directors of the Board of Trade have amended Regulation 1829 so that it now reads as follows: "1829. In compliance with Section 5a, sub-paragraph (7) of the Commodity Exchange Act, receipts for grain stored in the following grain elevators licensed under the United States Warehouse Act of Aug. 11, 1916, as amended will be deliverable in satisfaction of futures contracts: Calumet Elvtrs. & National Elvtr., operated by Rosenbaum Bros., Wabash Elevator operated by Bartlett-Frazier Co., Chicago & Northwestern Terminal Elvtr. & Annex operated by Cargill, Inc., Rock Island Terminal Elvtrs. C and D operated by Continental Grain Co., Santa Fe Elevator operated by Stratton Grain Co."

At their meeting Sept. 13 the Directors of the Board of Trade adopted the following new Regulation: 1825. Construction of Rules 211 and 212.—A customer's wholly owned securities and/or excess collateral (securities in excess of the approximate amount required to enable the member carrying the account to finance it) must be segregated in a manner which clearly identifies their ownership. The member carrying the account shall keep a record of the location of such segregated securities and the means by which their ownership may be identified. When such securities are in the custody of another broker, the member carrying the account shall keep such other broker fully informed at all times as to the specific securities to be segregated. This regulation applies to both odd lots and round lots.

The Bartlett-Frazier Co. has announced that its futures commodity commission business and its securities brokerage business in the Chicago office will be transferred to Shields & Co. The action is in line with Bartlett-Frazier's recently announced intention to discontinue certain phases of its business. Shields & Co. is a LaSalle street house with offices in New York, and branches in London, Paris and Amsterdam. According to James W. McCulloh, vice-pres. of Bartlett-Frazier Co., the company is considering the sale of certain of its grain elevators. He said the company has no immediate plans for going out of business entirely altho such a step may be taken later, depending on conditions in the grain business. Farroll Bros., members of the Board of Trade and other leading exchanges, will take over as of Oct. 5 the offices now operated by Bartlett-Frazier Co. at Springfield, Ill., Lincoln, Monticello, Bloomington, Dixon, Rochelle and Princeton.

## INDIANA

Fountaintown, Ind.—The Standard Elvtr. Co. is installing a concrete grain drier.

Columbus, Ind.—John H. Schaefer Milling Co. is installing a Blue Streak Corn Cutter.

St. Bernice, Ind.—Rudy Huston Grain Co. sustained a small loss by high winds recently.

Huntington, Ind.—Collier Feed Mill owned by F. B. Collier has installed new custom grinding equipment.

Leiters Ford, Ind.—John F. Murket, 48, operator of a grain elevator for many years, died here Sept. 12.

Elkhart, Ind.—Talmage D. Martin recently installed a Model L Hammer Mill Kelly Duplex, with motor drive.

Bunker Hill, Ind.—Bunker Hill Elevator recently installed a new Sidney Boot Sheller with motor and V drive.

Waverly (Mooresville p.o.), Ind.—C. F. Cripe is constructing a new office building and installing a large truck scale.

West Lebanon, Ind.—The Hiram Jones elevator, which was destroyed by fire on July 11, 1935, is being rebuilt.—W. B. C.

South Whitley, Ind.—Pook Feed & Coal Co. recently purchased a one-ton Kelly Duplex Vertical Feed Mixer with motor drive.

Burlington, Ind.—Star Roller Mills have installed a Combined Sheller and Boot purchased from the Sidney Grain Machinery Co.

Auburn, Ind.—The DeKalb Farm Buro is erecting a frame iron-clad feed mill. It will be equipped throughout with Sidney machinery.

Roseburg (Marion, R. F. D. 4), Ind.—Goodrich Bros. sustained a small loss at their local elevator in August by fire caused by lightning.

Van Buren, Ind.—The Hoosier Grain & Supply Co. is replacing the attrition grinder with a new hammer mill and new electric power.—A. E. L.

Wolcott, Ind.—The Farmers' Co-operative Elvtr. Co. is discarding its cob house and its dust house and henceforth will burn all cobs and dust.

Denham, Ind.—Frank Seidel of Winamac, who recently purchased the Denham elevator and is operating it, has moved his family here from Winamac.

Springport, Ind.—J. R. Crandall, who recently started the Springport Supply Co., has installed a Blue Streak Hammer Mill to be driven by electric motor.

Wabash, Ind.—The Morrow Grain Co. elevator, sold at auction recently, was bid in by John Morrow who will continue to operate it under the same name.

Brookston, Ind.—Needed repairs are being made on the two local elevators recently bot by the Brookston Elvtrs. Co. in order to take care of the season's business.

Liberty, Ind.—Thomas A. McCoy, 77, owner of Liberty Mills, passed away Sept. 17. He was a prominent member of the Indiana Grain Dealers Ass'n for many years.

Rockport, Ind.—Melburne D. Kopp, proprietor of the Rockport Milling Co., was injured recently in an automobile accident and will be confined to his home for about two weeks.—W. B. C.

Indianapolis, Ind.—The Garten Grain Co. of Sims, and the Yorktown Grain Corp., of Yorktown, are new members recently enrolled in the Indiana Grain Dealers Ass'n.—Fred K. Sale, sec'y.

Henderson (Rushville p. o.), Ind.—The Davis Grain Co. has a new corn crib now under construction which, when completed, will be equipped with a corn leg and truck hoist, both motor driven.

Lagrange, Ind.—Fifteen of the 19 bins of wheat recently inspected by Maynard C. Ulmer, wheat insurance supervisor and wheat loan inspector, were turned down because of weevil infestation, he announced.—A. E. L.

Evansville, Ind.—The E. H. Morris Elevator, which recently built a new elevator, has added also a concrete storage plant and drying house in which is being installed a Randolph Oil Electric Direct Heat Grain Drier, to be ready to take care of the coming crop.

Brems (Knox p.o.), Ind.—Leon Cheadle, who purchased the Brems Grain Co. elevator last August after having operated it for several years under lease, has doubled the size of his attached office building, enlarging it to 10 x 23 ft. Mr. Cheadle is sole owner of the business which he continues to operate.

Sulphur Springs, Ind.—The Wilson Grain Co. plant developed a serious fire in the corn cleaner in the cupola ten minutes after starting at 7 a. m. on Sept. 17. The cleaner and a motor were destroyed before the fire was extinguished. A township fire truck from Mt. Summit pumped water from a nearby creek and saved the plant, after all emergency protection had been used up in a losing fight by employees.—A. E. L.

Thornton, Ind.—The Sugar Creek Grain Co., which lost one of its grain elevators by fire Aug. 29, will use its other elevator for general purposes in the future. This latter plant has been used largely for storage in the past.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

Columbia City, Ind.—The incorporation of the Columbia Grain Co. has been dissolved recently, and the additional station at Laotto is now known as the Laotto Grain Co., the firm name at Columbia City remaining the same.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

Wadesville, Ind.—The Stegmaier Feed & Grain Co., with Ty Heckman operator, has opened for business here. Modern machinery for the grinding and mixing of feed has been installed. The elvtr. measures 36 by 100 ft. and the adjoining feed store is 24 by 40 ft.—W. B. C.

Emma (Topeka p. o.), Ind.—Ed Wolfe of the Wolfe Grain Co. suffered the second loss of his mill by fire within a month when the local mill he leased here and started Sept. 5 burned Sept. 7. The fire is believed to have been caused by defective engine power. Four weeks before, to the day, his feed plant at Topeka burned, ignited by lightning.—A. E. L.

Otter Creek (North Terre Haute p.o.), Ind.—The 122-year-old flour mill owned by C. D. Hansel and known as "Markle's," said to be the oldest in operation west of the Allegheny Mountains, burned Sept. 21. The fire, attributed to wiring, destroyed also 1,600 bus. of grain, 16 tons of cracked corn and feed, 400 bbls. of flour and many antiques.—A. E. L.

Livonia (Campbellsburg p. o.), Ind.—Fire on Sept. 16 destroyed the Cauble flour and feed mill. The town is without fire protection and Paoli and three other towns responded to calls for aid. The mill, leased and operated by Elmo Cauble since 1934, was a three story structure and at one time was located at Orangeville, near here. Mr. Cauble recently installed several hundred dollars worth of new machinery and had the plant stored with wheat at the time of the fire. His loss is around \$4,000 with insurance of \$2,000. Austin Colglazier owned the building.—W. B. C.

## IOWA

Plover, Ia.—Henry Fitzgerald, 72, former grain dealer, died Sept. 10 after a 56 years' residence in Plover.—L. A. G.

Corley, Ia.—The Harlan Rendering Co. has purchased the Corley Elevator for the expansion of its business.

Rowley, Ia.—The Vern Donlea feed mill was destroyed by fire early Sept. 3 in the blaze that burned ten of the town's business houses.

Cedar Rapids, Ia.—The Iowa Milling Co. has petitioned the council for the use of Sixth St. in order that a new concrete and steel grain drier might be erected.

Graettinger, Ia.—Raymond Tindal is assistant manager at the Farmers Grain Co. elevator, succeeding Tom Allen who suffered a paralytic stroke two months ago.

Alta Vista, Ia.—Bernard Bieber, 69, employe of the Mantz Grain Co., slipped while climbing over a board pen Sept. 9, fell on his head and died of a broken neck.—L. A. G.

Bondurant, Ia.—Ernie McIntosh has succeeded Mr. Smay as manager of the Clark Brown Grain Co. He has served as assistant at the elevator for the last four years.

Corwith, Ia.—The Federal North Iowa Grain Co. elevator suffered a slight loss Sept. 16 when a motor in the top of the building burned out. Extinguishers put out the blaze.

Des Moines, Ia.—The Feed Dealers Finance Corp. was dissolved as of August, 1938, as announced by Walter C. Berger, pres., W. E. Barr, vice-pres., C. M. Stormes, sec'y-treas.

Pella, Ia.—Nelson Vos has taken over the management of the Farmers Co-operative Exchange at Pella, succeeding Albert Van Duren. Vos has been engaged in the trucking business.—L. A. G.

## STRATTON GRAIN CO.

MILWAUKEE, WIS.  
CHICAGO, ILL.      SPRINGFIELD, O.      ST. JOSEPH, MO.      NEW YORK, N. Y.  
MILL FEEDS — FEED PRODUCTS — BY-PRODUCTS  
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New London, Ia.—A. D. Hayes Co.'s new modern feed mixing and grinding plant erected next to the company's elevator, while not entirely completed, is ready to handle grain.

Fenton, Ia.—Joe Helgevoid, Eagle Grove, has been named manager of the Critz & Co. elevator, succeeding Homer Stout who had charge only a short time. He has moved his family here.

Sioux City, Ia.—A grain grading school will be held here on Nov. 6, a regional meeting sponsored by the Western Grain & Feed Dealers' Ass'n. W. M. Combs of the U.S.D.A. will have charge and the Grain Exchange will act as host.

Sioux City, Ia.—While plans for building a corn alcohol plant here have been abandoned by the Atchison Agrol Co. for the present, a considerable volume of the blend is being sold here, according to a statement made by John Orr Young, newly elected pres. of the company.

Keokuk, Ia.—Edward M. Rich, 36, son of the former owner of Purity Oats Co., was killed Sept. 17 when his automobile struck a bridge abutment on the highway south of here. Mr. Rich was well known to the feed industry having been manager of the feed department of that company for many years.

Des Moines, Ia.—A special group meeting of Western Grain & Feed Dealers Ass'n will be held in connection with the annual Independent Feed Dealers of Iowa convention to be held at Savery hotel October 17-18. A new convention feature will be feed men's Field Day at Iowa State College, Ames.

Albion, Ia.—The Lloyd Rubenbauer elevator safe was blown the night of Sept. 20, and \$4.04 taken. Checks in the strong box were left unmolested. The safe door was blown to bits and furniture in the office was wrecked by the force of the blast used to open the safe. A rear door had been forced open to gain entrance to the elevator.

Wapello, Ia.—The Farmers Elvtr. & Exchange will erect and operate a cold storage locker plant, to cost in the neighborhood of \$10,000 and to contain 400 lockers. The board's decision was reached after a canvass to rent lockers disclosed strong sentiment for it in the community. Myron Daily, manager, stated the plant would be in operation before Jan. 1.

Chester, Ia.—Winfield Cray is making general improvements in his elevator. New equipment will include a Howell Electric Overhead Truck Lift, a Winters Direct Connected Geared Head Drive, Atlas Rubber Covered Bucket Belt, Calumet Cups, Howell Distributor System, Howell Ball Bearing Boot, and a set of Howell improved Sectional Steel Dump Grates.

Muscataine, Ia.—In addition to increasing storage space by adding storage capacity of 40,000 bus. to bring the McKee Feed & Grain Co.'s storage facilities to 80,000 bus., the \$20,000 annex nearing completion will house a drier which will permit the handling of damp or high moisture grain to much better advantage. The drier will be able to handle about 350 bus. an hour, depending on the moisture content.

Council Bluffs, Ia.—J. A. Williams, receiver for the Georgie Porgie Co., has filed an amendment to his suit for an accounting from R. D. Savage, former general manager of the corporation, filed Oct. 29, 1937. In the amended petition the receiver sets out details that he questions, and requests the court to direct cancellation of any shares of stock issued in the corporation which have not been paid for.

Matlock, Ia.—The Farmers Elvtr. Co. of Matlock is made defendant in three suits brought by Gerrit Pater as a result of the death of his wife and seven-year-old daughter Dec. 11, 1937, in an explosion and fire at his home following the wife's attempt to start a fire with liquid purchased as kerosene from the elevator, the liquid placed in a five gallon can (not painted red), by an employee of the elevator. He is asking total indemnities of \$23,000.

Carpenter, Ia.—H. B. Cornick, Sr., 87, formerly in the grain business here, died at Albert Lea, Minn., after a long illness. Funeral services were held at Northwood, Ia.—L. A. G.

Beaman, Ia.—The embezzlement case against Walter Goos, former manager of the Farmers Elvtr. Co., was dismissed for insufficient evidence. Goos, who had managed the company's elevator business for several years, was found short in his accounts \$2,000. His bonding company made good the shortage and asked that Goos be prosecuted. Officers of the company filed the information against him last spring. The Goos family is now living in Marshalltown.

Mt. Vernon, Ia.—Lewis A. Leinbaugh of Lisbon has bot the Kirkpatrick mill, both building and machinery, from Frank Kirkpatrick of Cedar Rapids. The mill has not been in operation for several years. Mr. Leinbaugh will be ready for business within a short time, necessary repairs on machinery and equipment now being done. He will make his own feed and plans to sell coal and seed also. His sons, Floyd and Kenneth, will assist him in the business.

Dunkerton, Ia.—Plans for rebuilding the Farmers Elvtr. Co. elevator destroyed by fire Sept. 8 with a loss estimated at \$20,000, are indefinite, pending settlements by insurance companies. G. S. Kleckner and E. J. Kleckner are owners of the company. Besides the elevator, a storage house 40x70 ft., was partially destroyed, and about 2,500 bus. of corn, 15,000 to 20,000 bus. of oats, 500 bus. of barley, two carloads of mill feed and two or three carloads of coal. The elevator was managed by A. G. Agnew.

Lanyon, Ia.—As Carl Elmore, manager of the Farmers Co-operative Elvtr. Co. elevator, stood looking thru a window at his home during a thunder storm recently, he was startled to see a light flash on and off within the elevator office. When an automobile sped by a few seconds later, he was convinced he had discovered thieves at work and so notified the telephone operator. Searchers were quickly gotten together and hurried to the elevator. It was a most timely call, for the men found a fire blazing merrily away on two lead-in wires within the elevator, kindled by a lightning bolt. The blaze was quickly extinguished, with practically no damage done.

## KANSAS

Hopewell, Kan.—The Southwest Grain Co. has closed its local elevator.

Hunnewell, Kan.—The Hunter Milling Co. elevator was damaged by high wind Aug. 29.

Hays, Kan.—A blaze at the Farmers Co-operative Ass'n elevator in August caused small damage.

Hutchinson, Kan.—H. P. Lorenz has resigned his position with the Southwest Grain Co. and is now cash grain buyer for the local office of the Mendsiedieck Grain Co.

Studley, Kan.—A new 12x36 ft. warehouse is being constructed at the Morgenstern-Pyle elevator, to be used for feed storage. Harry Blackwill is manager of the elevator.

Beloit, Kan.—The local office of the Scoular-Bishop Grain Co. closed Aug. 31 for an indefinite period, and all accounts that have been handled here will be handled thru the Superior, Neb., office, according to Charles Collins, manager of the local office.

Gorham, Kan.—Mrs. Stanley Benso has taken charge of the Benso Grain Co. that had been purchased a short time before the death of her husband. Oscar Krumpfus had been in charge temporarily. Mrs. Benso is widely known thruout this part of the country and fully capable of assuming charge.

Atchison, Kan.—John Orr Young, former Iowan and for many years an advertising man in New York, has been elected pres. of the Atchison Agrol Co. Production at the local plant halted for improvements to the plant, was resumed Sept. 10 with a volume of from 8,000 to 10,000 tons of agrol or grain alcohol daily.

Dodge City, Kan.—New members enrolled in the Kansas Grain, Feed and Seed Ass'n include Bucklin Co-operative Exchange, Bucklin; Osborne Farmers Union, Osborne; Plymouth Elvtr. Co., Plymouth; Schulze Elevator, Bentley; Russell Milling Co., Russell; Moore & Son, Le Roy; The Arnold Milling Co., Sterling; M. E. Boulware, Modoc.—J. F. Moyer, sec'y.

Beloit, Kan.—Fire of unknown origin Sept. 13, slightly damaged the elevator of R. W. Dockstader.

Toronto, Kan.—A new addition, 18x40 ft. in size, with a cement floor, is being constructed at the Black Grain Co.'s elevator by Orvis Black, which will double that plant's storage capacity. A new seed and grain cleaner has also been installed on the floor of the new room and the corn sheller will be moved into the new quarters thru which a driveway has been constructed.

## MICHIGAN

Baroda, Mich.—The Baroda Milling Co. has installed a new corn sheller.

Arthur (Reese p.o.), Mich.—William Mueller & Sons are erecting a new elevator.

Munith, Mich.—The Peter V. Olk plant was slightly damaged by fire on Sept. 12.

Dexter, Mich.—The Dexter Co-operative Ass'n is building a new grain elevator here.

Dundee, Mich.—Karnar Bros. have installed a new corn sheller at their local elevator.

Alma, Mich.—The Harris Milling Co. has installed a new 30-ton platform scale at its local plant.

Mt. Pleasant, Mich.—The Harris Milling Co. has installed a new attrition mill at its local plant.

Dowagiac, Mich.—The Farmers Co-operative Elvtr. has installed a 30 ft. electric coal conveyor.

Tecumseh, Mich.—The Hayden Milling Co. has changed its name to the Hayden Flour Mills, Inc.

Ida, Mich.—A new one-story concrete block warehouse with gable roof is being built on the east end of the elevator of the Ida Farmers Co-operative Co.

Midland, Mich.—Rebuilding of the Michigan Bean Co. elevator, burned Aug. 31, is under way, an estimated \$10,000 to be expended, fire-proof reconstruction of the tower thru which the fire ran and a fire-proof steel roof being planned.

Bay City, Mich.—Fire originating from a tar kettle used to repair the roof of the Cass Bean & Grain Co. grain warehouse Sept. 14 caused a loss of about \$1,500. The flames spread quickly over the roof of the building. A large quantity of feed and flour in the warehouse was damaged.

Leslie, Mich.—Ivan Franz has returned here as manager of the Leslie Grain Co., which position he left about a year ago, promoted by the company to its offices in Jackson. H. W. Wert, who succeeded Mr. Franz, has taken over the management of the Leslie Elevator to fill the vacancy made by the death of A. K. Tucker, with the company eight years.

Hudson, Mich.—The following new equipment has been installed at the new plant of the Gates Alfalfa Milling Co.: a long platform, 20-ton truck scale; one primary and one regrind hammermill; special metal and stone separator and feeder and magnetic separator; two large alfalfa cyclone collectors and separators and conveyor; two Eureka alfalfa separators, Buehler driven; two large Eureka alfalfa meal packers; 300 h.p. Fairbanks-Morse Diesel Engine and V belt drives; electric generator and switchboard; set of fuel oil storage tanks. The hay building is 60x100 ft.; a two story grinding room has been erected, a 40x80 ft. storage structure, and a fire proof engine house. White Sales Corp. had the contract.

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CHICAGO, ILL.



Lansing, Mich.—Dissolution of the Christian Breisch Corp. has been ordered in circuit court and J. E. Maloney, former manager and director, has been named permanent receiver of the firm, to continue to operate the business during the fall bean season until Nov. 15, 1938. He was directed, also, to obtain an appraisal of the cash value of the assets and property, so they may be sold.

Concord, Mich.—Dwight A. Aldrich has been appointed temporary receiver for the Krebill Milling Co. The court order provides that Lee Krebill turn over all assets to the receiver and was granted upon filing of a petition in case of Elsie Krebill, individually, and the executrix in the will of Edward Krebill, deceased, who with defendant was engaged in the milling business for several years up to the time of the former's death Feb. 22, 1938. Since then she has sought to obtain an accounting without success.

Sebewa (Sunfield p.o.), Mich.—Frank O'Brien, who bot the Weipert mill property seven years ago, has nearly completed installation of new equipment for the manufacture of flour and feed, and hopes to have the plant in operation soon. Since buying the property, Mr. O'Brien has made extensive repairs to the mill; the dam has been rebuilt to produce a 12 ft. head of water to provide power for new water wheels. An electric generating plant will also be operated by the water power. In addition to the mill Mr. O'Brien has installed a complete machine shop equipment which he will operate also.

## MINNESOTA

Hector, Minn.—H. M. Noack & Sons reported small loss on Aug. 23 by high wind.

Clara City, Minn.—The Farmers Co-operative Elvtr. Ass'n is equipping its plant with Calumet Cups.

Karlstad, Minn.—The Farmers Elvtr. Co. has installed Calumet Cups and Howell Anti-Friction Bearings in its local elevator.

Seaforth, Minn.—The Farmers Grain elevator opened for business on Sept. 14 after having been closed for a week for repairs.

Redwood Falls, Minn.—Motors having a total horsepower of 107 are being installed at the new Eagle River Mill Co.'s new elevator where grain is already being received.

Rothsay, Minn.—The flour mill owned by M. H. Feiring was sold recently to Karl Bliss, of Perham, who will come here and open it. Mr. Feiring discontinued business about 14 years ago because of ill health and it has been closed ever since.

Minneapolis, Minn.—Herman J. LaBree, 57, a member of the Chamber of Commerce, and for the last 18 years, since coming from Duluth, an active member of the Minneapolis grain trade, died Sept. 10.

Lewiston, Minn.—The Lewiston Elvtr. Co. will open a diesel powered feed grinding mill in the near future. Repairs are now being made on the machinery and equipment. Ray Wirt is manager of the company.

Waldorf, Minn.—The Waldorf Elevator, which has operated under a receivership since 1931, was sold recently to A. W. Balwebber of Waldorf for the sum of \$12,700. Mr. Balwebber has been manager of the elevator.

St. Cloud, Minn.—W. C. Herrmann and E. W. Watson, formerly of Minneapolis, have purchased the St. Cloud Flour & Feed Co. from Frank Adamek.

Sherburn, Minn.—W. H. Wilkin, of Fairmont, is adding a feed mill for grinding various chick feed to the business of the White Feather hatchery which he purchased. An addition to the south side of the present building is under construction.

Welcome, Minn.—The Farmers' Elvtr. Co., an ass'n made up of local men, has purchased the Welcome Grain elevator and equipment adjoining the North Western tracks from William Barrett, of Fairmont. The new owners purchased the auxiliary elevator for storage purposes. The ass'n has not decided whether or not it will keep a permanent manager at the North Western elevator, but for the present has hired S. O. Espe, former manager. Chas. Swift is in charge of the main elevators of the Farmers' Elvtr. Co.

Avoca, Minn.—The Hubbard & Palmer Co. of Mankato has installed new Atlas belts in its elevators at Avoca and Vernon Center.

Minneapolis, Minn.—Cannon Valley Milling Co., Inc., has been formed to do milling business; capital stock: 500 shares par value \$100 each; incorporators: W. H. Bovey, W. M. Bovey, Jr., Edith Schuler, all of Minneapolis.

Winona, Minn.—The Winona Flour & Feed Co. store has been opened in new quarters. The building has been completely remodeled and a new front constructed. A 50-ft. chain elevator has been installed to lift feed from the basement to the second floor. Clarence Harvey is manager of the business. The company also has acquired a five-story elevator, formerly owned by the Bay State Milling Co. and used by the Northern Field Seed Co., which has a storage capacity of 20 carloads of grain. The Winona Flour & Seed Co. also has made arrangements for a warehouse for machinery and for loading and unloading feed at the new location.

## DULUTH LETTER

Duluth Board of Trade membership in the name of H. B. Godfrey, Chicago, has been transferred to Chester D. Sturtevant, pres. of Bartlett-Frazier Co., Chicago.

Duluth, Minn.—The first Canadian cargo to arrive in Duluth this year, 51,338 bus. of barley, was unloaded the week of Sept. 12 at a local elevator for rail shipment to Mexico City.

The largest grain cargo to be loaded this season was taken out last week by the freighter, M. E. Farr, 592,000 bus. oats for account of the Quaker Oats Co. The boat unloaded at Fairport, O.—F. G. C.

C. C. Blair has tendered his resignation as a director of the Duluth Board of Trade, now being located at Chicago with Bartlett-Frazier Co. He served as vice-pres. of the Exchange in 1929-30 and pres. in 1931-32.—F. G. C.

The Duluth office of the Bartlett-Frazier Co. has been closed and the private wire business taken over by Thomson & McKinnon. Hadley Hanson, for many years manager for Bartlett-Frazier Co., is now connected with the latter company in a similar position.—F. G. C.

Duluth grain trade has shown surprise at the sudden sharp decline in all grain commodity arrivals. From a record August movement, receipts have steadily scaled down during September until at the close of the month they were of no market importance. Business has slowed up abruptly both on the trading floor and offices. Elevators as well as railroads and boat lines are likewise affected. A good part of present wheat receipts is going into storage for acceptance on government loans.—F. G. C.

## MISSOURI

Lawson, Mo.—The Farmers' Feed & Supply Co.'s plant was destroyed by fire. Loss, \$10,000.

Sikeston, Mo.—Earl Allen, of the Southeast Missouri Elvtr. Co., was elected pres. of the Kiwanis Club recently.—P. J. P.

Malden, Mo.—A new grain elevator leg complete is being installed for the Dunklin County Grain & Seed Co.

St. Joseph, Mo.—The offices of the Salina Terminal Elvtr. Co. and Ken Clark Grain Co. have been moved to new quarters in the Corby building.

St. Joseph, Mo.—George F. Stewart, grain broker, connected with the grain trade here and at Kansas City for a number of years, is recovering from a recent gall bladder operation.

Mexico, Mo.—The Producers Grain Co. is erecting a building to house its newly purchased hammer mill and also to be used for grain storage. Emmet Mundy is the company manager. P. J. P.

St. Louis, Mo.—After Sept. 15, Fox Grain Co., as a Missouri corporation, with offices and memberships in the Merchants Exchange of St. Louis, will conduct a general domestic grain merchandising business and accumulate grain for export, using elevator space at St. Louis and Peoria, Ill. Particularly, we are interested in serving the requirements of southern millers. The firm is an affiliate of C. B. Fox Co. of New Orleans. Officers will be Merl B. Grover, pres.; W. B. Fox, vice-pres., and Sam J. Beyhan, sec'y-treas. — Sam J. Beyhan, sec'y Fox Grain Co.

St. Louis, Mo.—The grain storage capacity of Anheuser-Busch, Inc., is being increased 100,000 bus. by the addition of concrete tanks. This will increase the company's grain storage to 1,600,000 bus. Edwin Alskog Co. has the contract.

Pleasant Hill, Mo.—Tom Hollingsworth and Russell Gardner are in jail at Pittsfield, Ill., charged with stealing clover seed from local farmers. They had 700 lbs. of allegedly stolen seed in their car when arrested, traced by auto license number by three sheriffs of Calhoun, Gidney and Scott Counties. They are alleged to have former prison records.

## KANSAS CITY LETTER

Frank A. McGuire, 75, former chief clerk of the state grain and warehouse department at Kansas City, died recently. Mr. McGuire suffered a stroke Dec. 9, 1935, and had been unable to work since that time.

C. M. Newberry of the Producers Grain Corp., Amarillo, Tex., is applicant for membership on the Kansas City Board of Trade on transfer from A. C. Andrews of the Norris Grain Co. No consideration was involved, transfer being in connection with the appointment of Roy A. McKenna, formerly of the Producers Grain Corp., to the management of the Norris Grain Co.

The Vanderslice-Lynds Co. has announced that it is discontinuing the commission end of its business and turning its consignment and futures business over to Luke J. Byrne, who has been associated with the company in this department for over twenty years. He has been a member of the Board of Trade for the last ten years and is widely known to the trade as a capable and conscientious salesman. He has made a connection with Klecan Grain Co. of which Eugene E. Klecan is pres.

O. J. Stevens, connected with the Uhlmann Grain Co., for the past year, has been appointed as A. A. A. marketing specialist and agent of Sec'y of Agri. Wallace in charge of the Kansas City office of the flour and wheat subsidy programs of the government. He took over the duties of John T. Harding, acting agent in charge, who came here when Washington opened the office here recently. Mr. Stevens will be on leave of absence from the Uhlmann Grain Co. Before becoming associated with the Uhlmann Company, he was with the Farmers National Grain Corp., in charge of the Hutchinson, Kan., branch the last year of the existence of that co-operative.

Frank M. Stoll, public relations director of the Kansas City Board of Trade and sec'y of the Associated Southwest Country Elevators, has been made executive director of the newly formed Ass'n of Producers and Distributors, which represents 86 civic, trade and farm organizations, including the commodities of grain, hay, commercial feeds, seeds, flour, lumber, coal, fruits, groceries, drugs, and vegetables in eight southwestern states. The ass'n will deal with legislation affecting merchandising and transportation in these commodities. Mr. Stoll will take over his new duties Oct. 1, retaining his present connections with the Board of Trade. W. R. Scott, sec'y and transportation commissioner of the Board of Trade, and Frank A. Theis, local grain man, will serve in the new set up in an advisory capacity.

R. O. McKenna, Amarillo, Tex., is vice-pres. and general manager of the Norris Grain Co., Kansas City., succeeding Fred C. Hoose, who recently resigned. Mr. McKenna was connected with Hall-Baker Grain Co. for fifteen years in the mill wheat department. For eight years he was with the Farmers National Grain Corp., for the last two years as general manager for the company, representing the entire Southwestern division. Following the liquidation of the Farmers National Grain Corp. he was manager of the Producers Grain Corp., Amarillo, resigning this office after three successful months to accept his present position with the Norris Grain Co. Associated with Mr. McKenna is Frank B. Cummings, who has been appointed treas. of the Norris company here, and Robert J. Anderson, who recently resigned from the Continental Grain Co., has been named ass't and sec'y and will assist in the grain merchandising operations. Alfred Huttig, who was ass't sec'y, has resigned. The company leases two elevators, the Norris house on the Kansas City Southern tracks, 2,700,000 bus. capacity, and the Burlington elevator with 2,500,000 bus. storage.



## MONTANA

Plains, Mont.—Operation of our mill has been discontinued.—Plains Montana Mills.

Harlowton, Mont.—The Montana Flour Mills here were reopened recently. E. S. Shoemaker is superintendent of the mills.

Brady, Mont.—The explosion of an air tank in the F. F. Lewis warehouse Sept. 4 blew a portion of the tank thru the roof of the building. Fire caused a small amount of damage.

Cut Bank, Mont.—The Farmers Trading Co. is improving its plant with the installation of a 15-ton Soweigh Truck Dump Scale with recording beam, and a set of Howell Improved Sectional Steel Dump Grates.

Great Falls, Mont.—The Rocky Mountain Elvtr. Co.'s 33 elevators with a total storage capacity of between 650,000 and 700,000 bus. of grain, have already been approved by the Helena and Minneapolis offices of the C. C. C. for storage of loan wheat.

Hinsdale, Mont.—The Imperial Elvtr. Co. is making general improvements in its station. New equipment will include Howell Boot and Head with roller bearings, Winters Direct Connected Geared Head Drive with 10 h.p. Fairbanks-Morse Motor, new compressor motor with V-belt drive, and Calumet Cups.

## NEBRASKA

Gering, Neb.—A 10,000-bu. grain tank has been installed between the elevator and the mill at the John R. Jirdon mill, to be used to store barley for steam rolling according to Mgr. Frank Warden.

Grand Island, Neb.—Goffe & Carkener of Kansas City, Mo., have taken over the agency previously operated here by Gooch Bros. Grove Squire, assisted by Carl Schimelpfenig, will be in charge of the office.

Nickerson, Neb.—Contract for the rebuilding of the Nickerson Farmers Union Elvtr. Co. elevator, destroyed by fire, has been let to W. H. Cramer, and will cost \$7,500. Henry Lubker is manager of the elevator.

Benkelman, Neb.—The Benkelman Roller Mills has installed a one-cylinder diesel engine, housed in a newly constructed power house, to furnish power for the flour mill and the feed mixing departments. Jim DeWester is owner of the mills.

Lexington, Neb.—All of the Lexington Mill's elevators thruout Nebraska have been approved by the C. C. C. for the purpose of wheat storage under the government wheat loan program; also for the storage of wheat in relation with the government crop insurance program.

Grand Island, Neb.—John R. McMullen, who has been employed by the Reinking Grain Co. for the past 13 years, has taken over the management of the local Farmers Union Co-operative Elvtr. Ass'n elevator, succeeding D. G. Stromer, who retired after 17 years of service.

Nora, Neb.—The Farmers Union Elvtr. Ass'n sent to the railway commission a copy of a resolution recently passed protesting against the Rock Island being permitted to abandon the line to Nelson. A copy was sent to the railway company also. The hearing will be held in Washington Sept. 28. The resolution sets out that abandonment of the only railroad service available would render the ass'n's \$25,000 plant comparatively useless and worthless.

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Tilden, Neb.—E. M. Ashcraft, who has been engaged in the cream and produce business for a number of years, has leased the grain elevator formerly owned and operated by the late H. C. Luers, and will buy and sell grain of all kinds in addition to continuing the feed and oil business. The elevator, which is now owned by Mr. Johnson, proprietor of Crete Mills, will be overhauled and necessary improvements and repairs will be made, to be completed for beginning operations Oct. 1.

## NEW ENGLAND

Barton, Vt.—The Webster Feed Mills, operated by R. P. Webster, were destroyed in the fire that swept thru the main business section of Barton Aug. 11. A quantity of feed, grain and flour was destroyed.

Stoughton, Mass.—The Stoughton Grain Co. will open a new retail store on Porter St. in the near future, where a complete line of feeds supplies and equipment for the poultry and dairy trades will be carried. The company's mill and experimental plant will remain at the Sumner St. address.—Ira Wechsler, Stoughton Grain Co.

## NEW YORK

Amsterdam, N. Y.—Arthur Hill & Co. dealers in grain, feed, flour, hay, etc., have moved into their own building.

Buffalo, N. Y.—The Marine Elevator has installed in its local elevator a Randolph Cooling System. Other improvements are being made also in order to take care of this year's crop.

Buffalo, N. Y.—For eight years I was Buffalo manager of the Farmers National Grain Corp. On June 15 we closed out their business at Buffalo, and since that time I have been in business in Buffalo as a grain broker, handling consignments and brokerage accounts.—J. Anderson Bushfield.

## NORTH DAKOTA

Richardson, N. D.—John Schulz, 44, manager of the Occident Elevator here for seven years, took his own life on Sept. 11.

Ayr, N. D.—An attrition mill in the Ayr Farmers Ass'n elevator exploded Sept. 3 and resulted in some damage by fire.

Arthur, N. D.—The Farmers Elvtr. Co. reported a small amount of damage sustained at its plant from recent high winds.

Arvilla, N. D.—The Arvilla Supply Co. is equipping its elevator with new Atlas Rubber Covered Bucket Belting and Calumet Cups.

Overly, N. D.—The Overly Co-Op. Elvtr. Co. has installed a new 15-ton Fairbanks Scale and a set of Howell improved Sectional Steel Dump Grates.

Rugby, N. D.—A new pneumatic feed grinding system has been installed at the Imperial Elvtr. Co. elevator. Morris Monger is operator of the elevator.

Hoople, N. D.—Extensive repairs are being made on the St. Anthony & Dakota elevator. The outside has been repainted and the interior is being repaired.

Adams, N. D.—The Farmers Elvtr. Co. is improving its receiving facilities with the installation of new Atlas Rubber Covered Bucket Belting and Calumet Cups.

Wales, N. D.—The Farmers Elvtr. Co. has installed a 20-ton Fairbanks scale, Winters Pneumatic Truck Lift and Howell improved Sectional Steel Dump Grates.

Maza, N. D.—The Maza Grain Co. has been incorporated, capital stock, \$15,000. Incorporators are John Elspenger, of Townner, and C. V. Platts and F. J. Boon, both of Maza.

Donnybrook, N. D.—The Donnybrook Marketing Ass'n will build a new elevator which will be supplied with all modern machinery and is expected to be completed in the spring of 1939.

Whitman, N. D.—Robbers looted the elevator of the Whitman Co-operative Ass'n of which C. F. McErlane is manager, the night of Aug. 29 and escaped with approximately \$100 in cash.

Sherwood, N. D.—The old International Elevator in Sherwood is being repaired. Cargill, Inc., of which Art Sorenson is local manager, recently purchased the elevator. Mr. Sorenson will be manager of both elevators.

**O**UTLOOK abroad still "mussy"  
— dictators claiming the  
earth — and sooner or later may  
get it. Czechoslovakia likely to  
follow other small nations —  
already "sold down the river"  
— more will go later. Democra-  
cies slow to act — we now have  
too many muddlers — and  
Cheap-John pacifists — taking  
liberty for granted — not willing  
to fight for it. "The tree of  
liberty must be refreshed from  
time to time with the blood of  
tyrants and patriots" — or  
democracies are doomed.

LOWELL HOIT & CO.

Ashley, N. D.—Harold Weixel, of Eureka, S. D., has moved here and will be in charge of the Weixel Elevator.

## OHIO

Painesville, O.—The burnout of a motor in the Painesville Elvtr. Co. plant recently caused a small loss.

Springfield, O.—Union National Mills has installed the power shovel bought from the Sidney Grain Machry. Co.

West Manchester, O.—Kimmel Exchange recently installed a one-ton Kelly Duplex Feed Mixer and Ear Corn Crusher and Feeder.

Amanda, O.—The Huston Grain Co. was burglarized the night of Aug. 20, the robbers taking \$2.40 and \$1,400 in notes from the company's safe.

Marshallville, O.—Marshallville Equity Exchange recently purchased a sheller, scalper, elevator and drag from the Sidney Grain Machry. Co.

Columbus, O.—Why did farmers attending the Ohio State Fair boo Senator Buckley off the speakers' stand when he attempted to defend the New Deal's agricultural policies?

Marysville, O.—Scott Mills, Inc., has been organized to take over and continue operation of the feed and elevator business of the O. M. Scott & Sons Co. H. E. Frederick continues as general manager.

Oakwood, O.—The Oakwood Grain Co. has been purchased by A. W. Roehrig of Defiance, O., grain and feed dealer, from Lowell Carnahan. The property includes an elevator and a large feed mill.

Dayton, O.—Dayton Farm Supply Co. recently installed the following Kelly Duplex equipment: Hammer Mill one-ton Vertical Feed Mixer with motor drive, Corn Sheller, Corn Cutter and Grader, two Bucket Elevators and accessory equipment.

Avery, O.—Seven elevators in Erie County, operated by the Avery Elvtr. & Grain Co., the Central Erie Elvtr. & Supply Co., the Castalia Elvtr. & Supply Co., the Shinrock Elvtr. & Supply Co., and the Berlin Heights Fuel Co., have announced that they will go on a cash basis, starting Sept. 10, explaining it "becomes necessary not because our customers' credit is questioned, but owing to the fact that our accounts have reached such proportions that it is impossible to carry them."



Toledo, O.—The Board of Trade is proposing to request the U. S. Department of Agri. to license and supervise grain samplers similar to the regulations of Federal Grain Inspectors and has requested members of grain ass'n's to express their views on the subject.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

Toledo, O.—Kasco Mills, Inc., will move from the Produce Exchange building to the Richardson building. This company, under the leadership of O. E. M. Keller, pres., and Ernie Keiser, sales manager, has enjoyed steady and substantial growth in the sale of its livestock feeds, and now is forced to seek more space for its office force than the Produce Exchange Bldg. has available.—C. B.

Santa Fe, O.—Alvin G. Boogher, 76, builder and proprietor of the elevator operated as A. G. Boogher & Son, was found dead in bed Sept. 1 by his son, Herbert J., when he went to his room to inform him of the death of a close friend. Mr. Boogher was born in Dayton and spent his early life at New Bremen. He is survived by his son, who was associated with him in his grain business.

Washington Court House, O.—The Gwinn Milling Co. in its practically new local plant of concrete construction has included in new equipment a Randolph Direct Heat Drier which is operated on soft coal, using a stoker. This is the first grain drier ever put in using the gases off soft coal for operation. This system does not taint the grain and makes a cheap fuel in that locality, being within a few miles of the soft coal supply.

Toledo, O.—Harold Anderson, former head of the National Milling branch of the National Biscuit Co. here, is fully recovered from injuries received in an automobile accident, and is a welcomed visitor on 'Change. It is expected (tho not confirmed) that Mr. Anderson will take over operation of his elevator at Maumee, O., at the end of the present crop year. The 1,000,000-bu. house is under a year-to-year lease to the Continental Grain Co.—C. B.

Marion, O.—Old Fort Mills, Inc., is closing its third year of operation here with the completion of a \$100,000 expansion program. Six huge new concrete storage bins have been constructed bringing the company's storage capacity to 450,000 bus. The bins stand 113 ft. high, four of them being 18 ft. in diameter and two 21 and 13 ft. Machinery is being installed in one of the bins that will permit the drying of 500 bus. of beans and corn per hour, handling the product as it comes from the field.

## OKLAHOMA

Oklahoma City, Okla.—The Okeene Milling Co. has been approved for storage as a sub-terminal under the C.C.C. wheat loan program.

Miami, Okla.—The Stauffer Grain Co. reported small damages sustained at its local elevator and the company's Picher plant recently as a result of high winds.

Oklahoma City, Okla.—The Reiter Grain Co. has installed a grading machine to be used for grading seed-wheat and other small grains. D. L. Reiter is manager of the company's elevator.

## PACIFIC NORTHWEST

Horton, Ore.—Close Grain Co. has opened for business here under the management of R. F. Barker.—F. K. H.

Ione, Ore.—The Farmers Elevtr. Co. is equipping its plant at Heppner, Ore., with a Howell Electric Overhead Truck Lift.

Scappoose, Ore.—The Scappoose Feed Mills was recently opened by Phil Holsheimer and machinery for grinding, mixing, and cleaning grain has been installed. Mr. Holsheimer was connected formerly with the J. & H. Grain & Feed Co. of Portland.

Condon, Ore.—A roof has been constructed over the pile of grain on the platform outside the Condon Grain Growers Co-operative Ass'n elevator, and siding has been put on. Negotiable receipts on grain stored in the new part will be issued.

Genesee, Ida.—The Genesee Union Warehouse Co. facilities have been approved for wheat loans according to the C.C.C. program of loans. The Prairie Flour Mill elevator and warehouses, known as the Michelsen Grain Co., were also approved.

Boise, Ida.—The Idaho agricultural conservation com'te got the "go-ahead" sign for a wheat loan program members estimated would mean \$2,750,000 to the state's farmers in 1933. Loans from 45c to 48c a bu. will be made to eligible growers in north Idaho and loans of 50c a bu. will be made to eligible producers in South Idaho.—F. K. H.

Prosser, Wash.—E. W. Fry's alfalfa mill and its contents were destroyed by fire of unknown origin the night of Sept. 3. The 30 x 120 ft. building contained about 35 tons of hay, 3 motors, a hay cutter, leafer machine, blower and other equipment. The mill ran about six months of the year and produced poultry greens and alfalfa meal, handling about 1,500 to 2,500 tons of hay a year. Mr. Fry is being urged to rebuild.

Garfield, Wash.—The Garfield Union Warehouse Co. was approved by the R. F. C. agency here for wheat loans from the C.C.C. The company has 15 warehouses, with a total capacity of 545,000 bus. There are six warehouses at Garfield, one at Grinnell, two at Elbertson, two at Walters, one at Ladow, two at Skuk, one at Eden. Mgr. Walter Ferguson stated it is expected a 2,000,000-bu. terminal warehouse at Vancouver would be approved.

Rosalia, Wash.—Rosalia Producers, Inc., is planning to erect another elevator here in the spring. The new elevator will be approximately a duplicate of the present office, and the two units will have gravity connections. A second pit, hoist, leg and distributor will double the receiving capacity and also enable the receiving of two different kinds of wheat at the same time. A new large capacity auto scale also may be installed. The company will install new dump scales at its McCoy and Squaw Canyon elevators before another harvest, it was announced.

Odessa, Wash.—The Albers Milling Co. of Seattle, with a bid of \$25,000, was the successful bidder for the salvaged wheat from the Odessa Union Warehouse Co. elevator fire, at an auction held here Sept. 6. The bid made an average of slightly more than 18c a bu. for the entire amount. When the main elevator of the company burned Aug. 22, it represented a loss of approximately 140,000 bus. of wheat. Workmen were put to work at once and salvaged great quantities of wheat, at a cost of nearly \$10,000, with 250 men engaged in the salvage operations. A limited amount of feed wheat was sold to local dealers.

Drummond, Ida.—The L. J. Niendorf Mercantile Co. is erecting a grain elevator. All mechanical equipment, including boots, heads, Calumet Cups, power transmission and rope drives, is being supplied by R. R. Howell Co.

Vancouver, Wash.—The Archer-Daniels-Midland elevator here has been filled to capacity and overflow wheat is being stored at Port terminal No. 2. The elevator company has leased about 40,000 ft. of space at the port dock which is rapidly being filled with wheat.

Fairfield, Wash.—Charles F. Martin, manager of the Farmers Alliance Warehouse Co., had a harrowing experience Sept. 16 when, in looking into one of the bins at the company's new loose-grain elevator from the top of the elevator, he accidentally released the lift brake and was thrown, head first, down the shaft. Somehow he managed to grab the rope with one hand, right himself and get a leg twisted around the rope, stopping his fall, and clung there until a ladder was hoisted up to him. He suffered from shock, a bruised shoulder, and rope burns on his face, neck and hands, but was able to return to his work later that day.

Craigmont, Ida.—The new 128,000 bu. elevator erected by the Union Warehouse & Mercantile Co., completed in August at the cost of \$24,000, is filled to the limit with grain. The new structure provides the company with a total capacity at Craigmont of 445,000 bus., the old elevator having storage facilities for 317,000 bus. of bulk grain, while warehouses furnish space for sacked grain sufficient to bring the Union's total to nearly 500,000 bus. Bob Crowder is acting manager since the death of Frank S. Baer Aug. 14, for 14 years manager. The new elevator is electrically equipped; it has two lifts, each with a capacity of 4,000 bus. per hour and operated with 15-h.p. motors, including direct connection reduction gears and Timken bearings. The truck scale has a capacity of 20 tons, with an instantaneous weighometer pneumatic truck lift. The automatic shipping scale has a capacity of two carloads per hour. The elevator is 120 ft. high and has a depth of 70 ft. It is constructed of cribbing, has 27 bins, and is served by the Camas Prairie railroad.

## SPOKANE LETTER

Spokane, Wash.—E. B. Schulz, formerly treas. and general manager of the North Pacific Grain Growers, Inc., has joined the staff of the Spokane Bank for Co-operatives as credit manager.

Spokane, Wash.—New members enrolled in the Pacific Northwest Grain Dealers Ass'n include S. E. Brogotti Grain Co., Helix, Ore., and Woods Warehouse Co., Rosalia, Wash.—Ted Brasch, sec'y.

Spokane, Wash.—The Spokane agency of the R. F. C. announced approval of wheat warehouses with a combined capacity of 5,565,200 bus. for government wheat loans, through the C. C. C. The list included the Archer-Daniels-Midland warehouse at Vancouver, 2,337,000 bus.—F. K. H.

The Spokane Flour Mills contemplate improvements which will include the construction of additional storage tanks. This will increase the mills' operating capacity to 1,500 bbls. a day. It is now 1,000 to 1,250 bbls., and when hot two years ago by Mark Miller, Portland, before many improvements were made by him, had a daily capacity of 650 bbls.

## PORTLAND LETTER.

Ten Portland grain exporters have formed a new organization called the Portland Grain Exporters' Ass'n, principal activities of which will be to standardize export bills of lading, freight bookings and practices and to co-ordinate with the government on the export wheat subsidy, the latter one of its chief functions. Officers elected were H. E. Sanford, pres.; A. M. Chrystall, vice-pres.; James McDonald, treas.; S. E. Semple, mgr. Portland Merchants Exchange, sec'y.

A warrant against William A. Horstman, proprietor of the White Star Feeds, Inc., Portland, which was damaged by fire Sept. 8 to the extent of \$3,500, has been issued by Fire Inspector E. G. Thompson. Horstman faces a charge of having charge of combustible material at that address and of neglecting its disposal. The fire is believed to have originated by spontaneous combustion on the first floor of the three-story warehouse where rubbish was piled. A small fire, with a loss of about \$12, occurred at the feed establishment about two months ago.

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Floyd Roberts, who has been ass't mgr. in the Portland office of Cargill, Inc., has succeeded E. T. Petterson who has been chief here since the company first made contact in the Northwest a few years ago and who has been promoted to take charge of the company's St. Louis office.

Larry J. Hoffman has been elected to fill out the unexpired term of E. T. Petterson as pres. of Portland Merchants' Exchange. Mr. Petterson has gone to St. Louis to take charge of Cargill, Inc.'s office. Mr. Hoffman was former vice pres. of the exchange. Corresponding with this change, W. L. Williams became vice-pres. and Andrew M. Chrystall filled a vacancy on the board of directors.—F. K. H.

## PENNSYLVANIA

Houston, Pa.—An explosion, reported as originating in a drum of molasses at the W. M. Templeton & Sons feed mill in August, did slight damage.

Pittsburgh, Pa.—J. W. Holland and Armand Chalmers have been added to the sales force of the Commercial Milling Co. Arthur van Dugteren is manager of the local branch.

Philadelphia, Pa.—W. O. Fehling, nationally known feed man, has disposed of his interest in the Acton Co., Inc., firm, which he organized and of which he was pres. and sales mgr., and has formed his own firm which he is operating under the name, W. O. Fehling, here. He will do both a brokerage and jobbing business in feedstuffs, grain, poultry specialties, dried milk, cod liver oil and other products. The Acton Co. will be continued under the direction of R. W. Nelms, owner of the business, and R. L. Oelschlagel.

## SOUTH DAKOTA

Howard, S. D.—David Theophilus, 76, for 40 years a dealer in grain and coal, died recently.

Orient, S. D.—Merle Davis has taken over the management of the National Atlas Elevator here.

Tabor, S. D.—Joseph G. Vaith recently installed a Howell Electric Overhead Truck Lift at his elevator.

Rosholt, S. D.—The Miller Elvtr. Co. has equipped its local plant with a new Atlas Belt and Minneapolis V Buckets.

Labolt, S. D.—Robbers blew open the safe at the Farmers Grain & Livestock Co. elevator Sept. 7 and escaped with \$100.

Plankinton, S. D.—C. J. Buchele, of Erwin, has accepted a position as grain buyer at a Plankinton elevator and has moved to Plankinton.

Orient, S. D.—Merle Davis of Rockham has been appointed manager of the National Atlas Elevator here, entering on his new duties Sept. 14. He has moved his family here.

Lemmon, S. D.—Osborne McMillan Co. elevators at Lemmon, Thunder Hawk, Regent, Havlock, Bucyrus and Reeder have been approved by the C. C. C. for storage of government loan wheat.

Brandon, S. D.—Fire destroyed the Brandon Elevator and about 4,000 bus. of rye, oats and barley. Alfred Tokheim is manager. The elevator had a capacity of 25,000 bus. of grain and was only partially covered by insurance.

## SOUTHEAST

Charleston, W. Va.—People Supply Co. has bot the Jefferson Mill and will remodel it for feed manufacturing purposes.

Williston, Fla.—Brandon Mill & Elvtr. Co., Marianna, has taken over, under lease with option to purchase, the mill and properties of McLeon Milling Co. and started operations Sept. 13. The company operates feed and peanut mills, and plans to expand and enlarge the local plant as fast as the supply of farm products will justify it. W. S. Brandon is president. F. S. Snyder of Marianna is in charge of the local mill.

## TENNESSEE

Clarksville, Tenn.—The Dixie Mills sustained damage by high winds Sept. 1.

Memphis, Tenn.—A dust explosion in a corn bin started a blaze at the grain elevator at the Davis & Andrews mill Sept. 9 that destroyed the elevator with a large part of the company's mill stock, causing damage estimated at \$75,000. Firemen saved the plant proper and the machinery suffered only water damage.—P. J. P.

## TEXAS

Houston, Tex.—L. Harry Lawrence, sales manager of the Saint Grain Co., died in his home Sept. 6.

Waco, Tex.—The Ruhmann Grain & Seed Co. is installing a new Atlas Conveyor Belt, 18-inch 4-ply, 175 ft. long.

Granger, Tex.—The first corn carnival of the community will be celebrated here Sept. 28. Ralph W. Moore, pres. of Texas Grange, is in charge and will cooperate with members of the Texas Grain & Feed Dealers Ass'n in making the carnival a success.

## WISCONSIN

Wauzeka, Wis.—Acme Feed Store, operated by Joe Cecka, has installed a feed mill.

Columbus, Wis.—The Dering Feed Co., operated by Ed F. Martin, is remodeling its plant.

Necedah, Wis.—Joseph Norvec, Farmers Feed Mill, recently built an addition to his general store and enlarged his stock.

Columbus, Wis.—Columbus Mills, M. A. Madaus proprietor, is constructing a new office building and addition to his plant.

Forest (Emerald p.o.), Wis.—Leo Lorentzen has installed a 22-inch attrition feed mill in the basement of his feed mill building.

Downing, Wis.—Mr. and Mrs. Guile West have taken over the O. & N. Feed Mill and lumber yard and are ready for business.

Clear Lake, Wis.—Nels Peterson, manager of the New Richmond Roller Mills Co. feed mill in Deer Park, has been transferred to Clear Lake.

Galesville, Wis.—The old Galesville mill has been reopened for business after having been shut down since February. The mill is being operated by Joseph Johnson.

Milwaukee, Wis.—A. L. Flanagan, treas. of Fraser-Smith Co., Ltd., is back on the job once more, "feeling like a new man," he writes, "after ridding myself of a ruptured appendix."

Deer Park, Wis.—Hilbert Nelson, of Ellsworth, has been appointed manager of the New Richmond Roller Mills Co. feed mill here, succeeding Nels Peterson, who was transferred to Clear Lake.

Fond du Lac, Wis.—Facilities of the Farmers Equity Co-operative Co. are to be expanded by the construction of a new \$16,000 grain elevator and warehouse. Fred Fisher is sec'y of the ass'n. The new building will be on the site of an old warehouse now being torn down. Plans provide for a grain elevator, feed and grain grinding equipment, storage space and an office.

Hilbert, Wis.—Frank Runte recently purchased the Hilbert flour mill, which has not been in operation for the last two years. Mr. Runte has not decided on how the building will be used.

Fairchild, Wis.—The Fairchild Elvtr. & Supply Co. plant, of which C. A. Hizer is the proprietor, was destroyed by fire Sept. 18, caused by spontaneous combustion. The loss is partly covered by insurance.

LaCrosse, Wis.—Zimmerman elevator, formerly leased from the J. Wilkinson estate, has reverted back to the J. Wilkinson Co. and will be operated under that name with Ray Zimmerman as manager.

Owen, Wis.—E. J. Crane & Sons of Chippewa Falls have placed an order with R. R. Howell Co. for one-ton motor driven vertical batch mixers for installation in their stations at Owen, Thorp and Cadott.

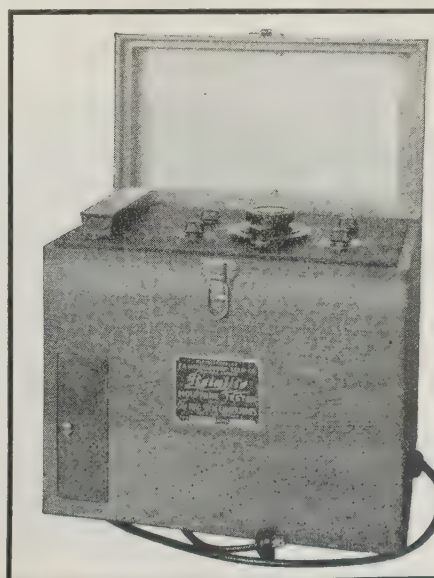
Superior, Wis.—Globe elevators No. 1-2-3 and Great Northern House X, have been declared "regular" for delivery on contracts under the rules of the Duluth Board of Trade, by action of the board of directors.—F. G. C.

Wittenberg, Wis.—W. A. Shaw has moved his flour and feed retail business to new quarters in the Chappel warehouse where he will also engage in feed grinding and mixing. An electrically driven hammermill and a mixing machine are being installed.

Whitehall, Wis.—The property of the defunct Pigeon Grain & Stock Co. was purchased by Charles Sylla at public auction. The property includes the elevator along the Green Bay & Western, another building, two corn cribs, coal shed and two platform scales.

Foster (Augusta p.o.), Wis.—Prompt arrival of the Osseo and Fall Creek fire trucks and the use of chemical tanks to check the blaze until the firemen arrived, prevented the total destruction of the Jones elevator here Sept. 8. The mill adjoining the elevator suffered the most damage.

Milwaukee, Wis.—The Froedtert Grain & Malting Co. will start its \$350,000 expansion program here and at Winona, Minn., immediately. Walter A. Teipel, pres., stated 750,000 bu. additional storage capacity will be added to present facilities of both cities, eight concrete bins, each 152 ft. high, to be erected in both locations. When the new elevators are completed the firm will have storage capacity for 11,000,000 bus. of malt and 6,000,000 bus. of grain. This latest program follows several that the firm has undertaken within the last five years, a 2,000,000-bu. addition here and 1,000,000 bus. at Winona having added in 1937. Patrick Buckley, a partner in Harris, Upham & Co., Chicago, Sept. 21 was elected chairman of the Froedtert Company Board, succeeding Kurtis R. Froedtert, who will continue to serve as a director. Walter Tripel was re-elected pres. and treas.; Curt Kanow was elected vice-pres., and Alvin R. Cord was named sec'y. Directors re-elected, in addition to the above named officials, were J. Victor Loewi, Fred Leviash, Julius Heil, Richard Laacke and Leon B. Lamfrom.



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## Changes of Fifty Years in the Elevator Business

By L. A. GEE

Occupying a place of distinction among the successful business names that have weathered the panics and depressions and enjoyed the benefits of prosperity for half a century is the Potgeter Grain Co., the oldest business in Steamboat Rock, Iowa.

In 1889, Henry Potgeter, now retired but still hale and hearty at the age of 84, came to Steamboat Rock from Grundy county and entered the grain, coal and implement business, building an elevator and serving the community in a much needed capacity. His elevator was operated by horse power until 1900 when a gas engine was installed.

Mr. Potgeter recalls that he paid nine and eleven cents per bushel for corn and oats in the early nineties. He also tells an interesting incident that occurred about that time. Having shipped several cars of grain, he received a draft in payment and took it to the Hardin County National bank at Eldora to be cashed. The banker gave him gold for it. Upon asking why he couldn't have currency he was told that gold was legal tender and that he had to accept the gold. This was before doing business with checks became popular.

In 1912 electric motors were substituted for the gas engines and in 1918 a new modern plant was erected. In 1919 the son, George Potgeter, entered the firm and later

assumed complete ownership and management. In 1927 he installed a 50 horse power electric hammermill grinder and later a blending and mixing machine.

Since 1928, when a feed store was opened at Eldora, the Potgeter business has rapidly expanded until now there is a feed and grain business at Eagle Grove, operated by a brother, John Potgeter, and there are elevators, coal and lumber yards at Ellsworth and Wellsburg.

In connection with the Steamboat Rock elevator, Mr. Potgeter has developed a far reaching business in the manufacture of stock feeds under the trade name of Steamboat Feeds.

In discussing the various changes that have taken place since the founding of the business in 1889, George Potgeter said, "Balanced feed has come to be an important factor in profitable livestock feeding. Hogs can now be grown to top the market in six months at a goodly profit over feeding costs where formerly ten to twelve months were considered necessary, thanks to use of proteins, minerals and conditioners mixed and blended with ground farm feeds. Ten years ago the introduction of alfalfa changed the farm scheme of crop rotation, and five years ago the advent of soy beans was another step in hay and seed production."

In the days before trucks became popular, fifty bushels was considered a large load to market at the elevator but now two hundred bushels of grain is the average load brought to the elevator.

## A New Roofing for Grain Elevators

A new kind of galvanized roofing with a patented spring-pressure lap and other exclusive features has been announced by The American Rolling Mill Co., that is particularly adapted to the needs of country elevators.

It is known as "Armco Galvanized SEAL-KRIMP roofing," and is said to be storm-proof, weather-tight, and easily installed. It costs no more than ordinary metal roofing per square applied.

The new roofing is available in three grades of metal—copper-bearing steel, open-hearth steel and ARMCO Ingot Iron. The company's new galvanized "Paintgrip" finish is recommended for roofs to be painted immediately. Roofing accessories are available. The new roofing is ideal for grain store houses. It also provides special protection as siding for frame grain storehouses.

When Armco Seal-Krimp is placed in position and nailed down, the sections are held firmly together with spring tension at three points. Drainage channels and siphon breakers are built-in features. The pressure lap at the lower end of each sheet gives added protection, provid-

ing a pressure-sealed contact at the end laps and an effective water stop. The sections nest snugly together and cannot get out of alignment. Because of the spring pressure seam, Seal-Krimp must be laid one row or width at a time, starting at the eaves and working towards the ridge.

Roofing accessories available with Seal-Krimp include adjustable ridge roll, made in two pieces to fit any ordinary roof pitch without bending or malleting. It may be adjusted lengthwise to fit V's on either side of the ridge. Other accessories available are end wall flashing and gambrel joints. Owners of frame elevators who spend much time repairing and renailling tissue siding and roofing will find real relief in the application of this new roofing.

The F.S.C.C. on Sept. 19 reduced the wheat export subsidy at Gulf and Atlantic ports from 14c to 12c per bushel.

The C.C.C. announced Sept. 23 that thru Sept. 22 on 47,029,844 bushels of corn loans aggregated \$22,828,524.84. Loans by states are: Colorado, 2,327; Illinois, 7,935,738; Indiana, 1,061,146; Iowa, 27,754,006; Kansas, 26,237; Minnesota, 3,768,780; Missouri, 1,527,728; Nebraska, 3,586,417; Ohio, 99,612; South Dakota, 1,263,650, and Wisconsin, 4,203.

## Cipher Codes

**Universal Grain Code:** Most complete, up-to-date grain code published. Effects a greater reduction in tolls than any other domestic code. 150 pages, 4½x7 inches. Price, leather, \$3.00; paper, \$1.00.

**Robinson Telegraph Cipher Code:** Revised with all supplements, for domestic grain business. Leather, \$2.50; cloth, \$2.00.

**Dowling's Grain Code for Grain Milling and Produce Trades,** 6th edition: Used extensively in Western Canada. 154 pages, 4½x6¾ inches. Weight 4 ozs. Price \$3.00.

**Millers Telegraphic Cipher:** (1936) For the flour feed and grain trades. 157 pages, 3½x6½ inches. Cloth bound. Weight 6 ozs. Price \$2.00.

**Cross Telegraphic Cipher:** 10th edition revised for provision and grain trades. 148 pages, 4½x5¾ inches. Cloth \$4.00.

**A. B. C. Improved Fifth Edition with Sup.:** Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. In English. Price, \$20.00.

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**Peerless Grain Code** for international grain and feed trades. 300,000 different offers expressed by one half codeword combining Destination, Time of Shipment, Quantity, Quality and Price. 10,000 complete Phrases relate to Export grain trade. Private Supplement contains 3000 blank code words. Price \$55.00.

**Baltimore Export Cable Code:** Hinrich's fourth edition, completed especially for export grain trade. 152 pages, 6½x9 inches, bound in leather. Price \$15.00.

**Riverside Flour Code, Improved (5 letter revision):** Sixth edition. For use in domestic and export trade. Size 6x7 inches, 304 pages. Bound in flexible leather, \$12.50.

All prices are f. o. b. Chicago.

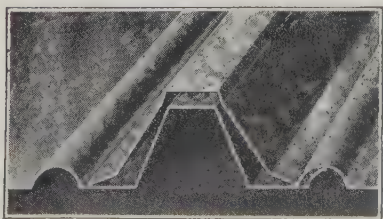
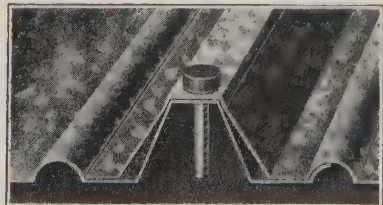
**GRAIN & FEED JOURNALS**  
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## Ohio Elevator Without a Railroad

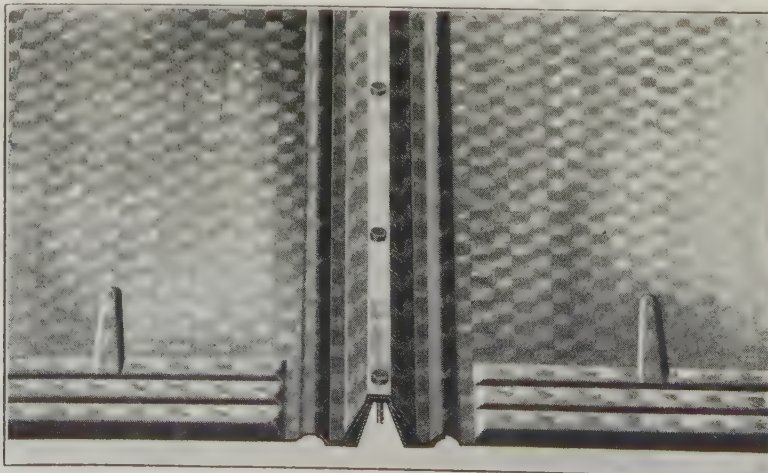
BY H. RITTER

Although many grain elevators have been abandoned during recent years, due to the fact that the railroads on which the grain dealers depended for transportation were discontinued, the Odenweller Milling Co., at Kalida, Ohio, is still doing a flourishing business despite the fact that Kalida has been without a railroad for almost six years.

The Kalida elevator is managed by W. J. Odenweller and business is still going on just the same as it did in the days when Kalida had a railroad. Wheat, oats, corn and other grains are bought and sold. Feed for both cattle and poultry is ground. Grain is hauled by truck from the Odenweller Milling Co. to Ottawa, Ohio, where it is loaded into cars on the railroad.



Spring Pressure Seams of Roofing



New "Seal-Krimp" Roofing for Elevators



## Supply Trade

**Milwaukee, Wis.**—C. L. Pfeifer, for a number of years treasurer of Chain Belt Co., died recently in Philadelphia while on a business trip.

**Milwaukee, Wis.**—The Allis-Chalmers Mfg. Co. will start production of its new small combine Jan. 1. This new combine will be tractor drawn.

**Toledo, O.**—The Whole Wheat Mills, manufacturers of machines for grinding whole wheat flour, has been placed in the hands of a receiver, Norman R. Thurston.

**Dallas, Tex.**—Edwin Steele, pres. Sutton, Steele & Steele, age 72, died Sept. 3. F. E. Wood is now manager of this old company, which is celebrating its 50th anniversary.

**Washington, D. C.**—The Mall Tool Co., selling vibrators for compacting concrete has been ordered by the Federal Trade Commission to discontinue its practice of taking Briggs & Stratton name plates off 2.77-h.p. motors and replacing them with "Mall 3-h.p." name plates.

**New York, N. Y.**—Employment in the construction industry increased 144,000 from June to July, according to the National Industrial Conference Board, a gain of 8 per cent, to 1,929,000. Meanwhile unemployment dropped off for the second consecutive month, with a total of 10,939,000 unemployed in July indicated by preliminary figures of the Conference Board.

**Minneapolis, Minn.**—A new book interesting to grain men who are considering the purchase of grain cleaning equipment has just been published by the Hart-Carter Co. Titled "Quotes," this book tells the story of cleaning equipment after it is installed. It gives the statements of actual users, regarding their own experiences in operating their own machines. Some of the important points discussed are accuracy, flexibility, capacity, seed cleaning, operating costs, service and repairs. Copies can be obtained free of charge from the Hart-Carter Co. on request.

### New Coupling Bolts for Screw Conveyor

The Screw Conveyor Corporation has recently introduced to the trade its new "Calumet Coupling Bolt with Lock Nut," which is now furnished as standard equipment with all Calumet Screw Conveyors.

The bolt itself is the standard Screw Conveyor coupling bolt, a special bolt made of high analysis steel to give the required toughness for the severe service encountered. It is forged with square head and has the proper length of cut thread so that threads do not project into and cut or wear the pipe walls. The new unique feature of the Calumet Coupling Bolt is the hexagon lock nut, which cannot become loosened under vibration, a troublesome feature often encountered in the operation of screw conveyor installation.

This new lock nut has a stainless steel pin, which follows the thread when nut is tightened. The pin, engaging the thread, gives the nut a

vice-like grip, which cannot become loosened under vibration or until pressure is applied with an ordinary wrench. Nut can be removed and replaced as many as fifty times without injuring threads of bolt and nut or stainless steel pin.

No spring or lock washer are required with Calumet Coupling Bolts, and no special wrenches or tools are necessary to tighten or remove the nut. These Calumet Coupling Bolts with lock nuts come in all standard coupling bolt sizes. Samples and complete information can be obtained by writing the manufacturers.

### Old Construction Company Changes Name

Effective Sept. 1, the name of the Van Ness Construction Co., Omaha, Neb., was changed to Tillotson Construction Co.

The new name more truly reflects the present ownership and management of this old company, which has played such a large part in the designing and building of country grain elevators in Iowa, Nebraska, Kansas, Oklahoma, and Missouri. The Tillotsons have operated the Van Ness company since Oct. 5, 1932.

Officers of the Tillotson Construction Co. are R. A. Tillotson, pres.; R. O. Tillotson, vice-pres.; and J. H. Tillotson, sec'y-treas. and general manager. R. O. Tillotson is a familiar figure to many grain dealers who have watched him superintending remodeling or construction work for them; and J. H. Tillotson is similarly familiar as the man who has helped them plan the work to be done.

### Argentine Elevator Construction Approved

Construction of grain elevators involving a cost of \$19,787,000 was approved a month ago by the ministers of finance and agriculture of the Argentine Republic.

The grain elevators alone will cost \$9,183,000. In addition the sum of \$4,104,000 will be spent for installations, while a further \$6,500,000 will be utilized for the expropriation of lands and buildings. The elevators to be built will be situated at the New Port (Buenos Aires), Villa Constitucion, Quequen, Ingeniero White, Rosario (both North and South zones), Riachuelo (Buenos Aires), La Plata, Concepcion del Uruguay, Diamante, Santa Fe, San Nicolas, Mar del Plata and Teniente General Uriburu (Zarate) with a total capacity of 645,000 tons. The entire cost of these elevators has been established at \$65,000,000.

Indiana farmers are paying little or no attention to the wheat allotment, and are increasing the fertilizer to 300 lbs. per acre where ordinarily they used 200 lbs.

### Indian Meal Moth Damaging Stored Corn

The Indian meal moth, never before known to infest anything but corn debris, husks, and outer kernels, has bored its way well into the kernels of stored seed corn, according to commercial seed firm observers during the last summer. Minnesota's University Farm entomologists have conducted experiments, which demonstrate that the pest will enter corn in which moisture has softened the seed coats, and will consume the germ.

Dr. H. H. Shepard, one of the University Farm entomologists, suggests that seed corn be fanned, cleaned, and fumigated. For fumigating he recommends a mixture of three parts ethylene dichloride and one part carbon tetrachloride, claiming 14 lbs. of this mixture will fumigate 1,000 cubic feet of space, and that it will not injure the seed either for feed or for germination.

### Another Cease and Desist Order on Seeds

Certain misrepresentations concerning farm and garden seed are prohibited by the Federal Trade Commission under an order to cease and desist entered against Berry Seed Co., Clarinda, Ia., and two of its officers, J. Frank Sinn, pres., and Joseph F. Faasen, sec'y.

The respondents are ordered to discontinue representing that their seed is free from weed seed and other foreign matter; that all of their seed possesses high germinating power and is cleaned with their own equipment; that every shipment has tags or labels attached to show the purity and germination tests of the seed, and that the seed is of a stated variety, when such are not the facts.

The representation that seed sold by the respondents has a higher percentage of germination and purity than it actually possesses, under recognized tests and within recognized tolerances, is prohibited.

Berry Seed Company was incorporated in 1926, according to findings, and the respondents are directed to cease advertising that it was established prior to that year.

The proceedings in this case are dismissed without prejudice as to two of the company's officers, Charles M. Kelly, vice pres., and Charles S. McKee, treas. The Commission found that they do not participate actively in the conduct of the affairs of the company, their only duty being to attend directors' meetings.

Wisconsin cheesemakers complain that the A.A.A. has boosted cheese production in Texas from 1,000,000 pounds annually 10 years ago to 15,360,000 pounds last year, due to cotton acreage restrictions.

## "RANDOLPH" OIL-ELECTRIC GRAIN DRIER

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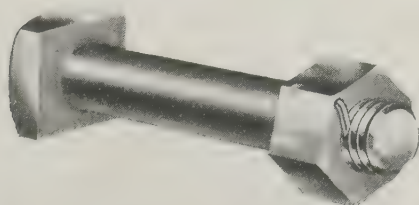
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Improved Coupling Bolt.



# Field Seeds

**Tekoa, Wash.**—The Tekoa Feed & Grain Co. has purchased a seed grader and cleaner.

**Red Oak, Ia.**—The Halbert Hybrid Seed Corn Co. is erecting a plant on a concrete foundation.

**Bloomfield, Ia.**—The Fortune Seed & Wood Co. suffered \$3,500 loss by fire to stock in its store.

**Cook, Minn.**—A seed cleaning machine has been purchased by the Arrowhead Seed Growers Co-operative.

**Plant City, Fla.**—The Kilgore Seed Co. recently suffered \$50,000 loss by fire, with part insurance on building and stock.

**Kansas City, Mo.**—Arando Wiand, with the Peppard Seed Co., and for 50 years in the seed business, died Sept. 11, aged 79 years.

**Jacksonville, Fla.**—Chas. J. Hudson, Jr., has been promoted from assistant to manager of the Howard Seed Co., as successor to H. R. Bingham.

**Chicago, Ill.**—The fall meeting of the Mail Order-Retail Store Group of the American Seed Trade Ass'n will be held at the Palmer House Oct. 7 and 8.

**St. Joseph, Ill.**—The Champaign County Seed Co. expects to handle 10,000 bus. of seed corn here this winter. Additional drying rooms have been built and a new furnace has been installed.

**Horicon, Wis.**—The extensive Horicon marsh has been turned to good use after the discovery that reed canary grass thrives in the wet soil. Now a large acreage is devoted to this seed.

**Topeka, Kan.**—The State Bindweed Law of 1937, rules and regulations for eradication, have been published by J. C. Mohler, sec'y of the Kansas State Board of Agriculture, in a 42-page pamphlet.

**Memphis, Tenn.**—The Southern Seedmen's Ass'n will hold its midwinter meeting Dec. 14, if the date is approved by the Memphis Chamber of Commerce. Byran E. Nearn is chairman of the local com'tee on arrangements.

**Glenburn, N. D.**—Kubanka wheat weighing 68¼ lbs. per bushel was recently received by H. M. Christen, manager of the St. Anthony & Dakota Elevator Co. here, from a 5-acre plot of F. O. Healy, yielding 28¼ bus. per acre.

**Enterprising growers of hybrid seed corn** advertised their product this season by posting signs on fences enclosing Illinois fields announcing the essentials of the growing crops and passing farmers watched the development with real interest.

**Riverside, Cal.**—The acreage sown to mustard seed will be greatly increased in this county as the result of good yields the past season when several hundred acres were harvested and bought under contract by the Barkemeyer Grain & Seed Co., of Great Falls, Mont.

**Thief River Falls, Minn.**—A warehouse and office has been completed by Melvin Simonson and Joe Evans of Greenbush, who have formed the Farmers Seed & Produce Co. to buy grass seeds.

**Fremont, Neb.**—The DeKalb Agricultural Ass'n has completed the ear corn drier for its hybrid seed corn plant, to handle the product of 500 contracted acres. A portable hot air heating furnace has been set up at one end of the building.

**English, Ind.**—Crawford County farmers have been asked by James L. Morrow, county agent, to contact him for their seed wheat. Slightly over 2,000 bus. of seed wheat was cleaned and treated here through the co-operation of about fifty farmers.—C.

**Chicago, Ill.**—Premium lists for the 1938 International Live Stock Exposition and Grain and Hay Show are now ready for distribution free on request. Premiums will be slightly over \$100,000 this year. Entries for the Grain and Hay Show will close Nov. 10.—B. H. Heide, sec'y-manager International Live Stock Exposition.

**Evansville, Ind.**—The largest hybrid corn demonstration plot ever grown in Vanderburgh County was shown to farmers in this region on Sept. 23 on the Fred Buente farm in Armstrong township. The plot has 37 varieties of hybrid corn from Indiana, Kentucky, Illinois and Kansas. Keller Beeson of the Purdue extension soils and crops department, discussed the hybrids.—C.

**Evansville, Ind.**—New varieties of wheat and lespedeza make possible the growing of wheat and lespedeza in a one-year rotation, a practice that has been extensively tried, but not successful because satisfactory varieties that would mature in time were not available, according to C. E. Skiver, wheat specialist of Purdue University. Recent introduction of earlier maturing lespedeza and wheat varieties promise to help this situation.—C.

**Rushville, Ill.**—So much clover seed is grown in Schuyler County that the seed cleaner in the elevator of the Farmers Grain & Live Stock Co. has been running every day for a month, with as much more to handle. Three carloads have been shipped. Manager Wm. Eifert says, "Not only is the crop heavy around here, but it is of exceptional good quality, and seed buyers from a large territory seem to be very anxious to purchase it."—P. J. P.

**Davis, Cal.**—A meeting of the California Seed Council was held recently in conjunction with the field day of the University Farm, about 70 persons attending. Dr. Fred N. Briggs presided. Dr. J. B. Kendrick of the University told of grain sorghum resistant to root rot. The following day C. F. Voorhies, pres. of the American Seed Trade Ass'n, called a conference at the Fairmont Hotel, San Francisco, to make plans for the 1939 convention of the Ass'n at San Francisco.

**Puyallup, Wash.**—A farmer, who had refused to take delivery of recleaned oats he had ordered, later bot feed oats from the Puyallup Feed Co. and sowed them, and then brought suit for damages because the crop showed weed seeds had been present. After a trial of two days the Pierce County Superior Court decided that a farmer who purchases feed or recleaned grains, after examining them, and regardless of the dealer's knowledge that the grain was to be seeded, has no recourse against the dealer by reason of any provisions of the seed law. The suit was dismissed.

**Portland, Ore.**—The largest alsike clover seed crop since 1929 was produced this year. The crop is expected to total about 29,500,000. Production in 1929 was 35,000,000 pounds. This year's crop from present indications, will be 58 per cent larger than the 1937 yield of 18,739,000 pounds.—F. K. H.

**Garden City, Kan.**—It is expected that about 100 carloads of alfalfa seed will be shipped out of this district this season, the average carload valued at \$6,000 to \$8,000. Among the active buyers are Ed F. Mangelsdorf & Bro. of St. Louis and the Michael-Leonard Seed Co. of Sioux City.

**Fremont, Neb.**—The Yager Seed Co. has found thru years of experience, that yearly artificial drying of corn has a tendency to damage corn for seed, so picking corn is postponed two weeks or more. Then the corn will be racked and slowly dried in the warm, dry, storage buildings. The hybrid seed corn handled this way last year proved by far the best, producing big, strong, healthy sprouts with germination tests from 98 to 100 per cent. The company's hybrid corn is grown under state supervision and certified.

## Iowa Seedsmen Meet

The 40th annual meeting of the Iowa Seed Dealers Ass'n was held Sept. 15 at Des Moines.

Addresses were delivered by L. A. Moore, superintendent of the division of plant industry of Illinois, by Dr. R. H. Porter of Ames on field and laboratory tests of seeds, and by H. D. Hughes, chief of the farm crops department of Iowa State College, on pasture grasses.

Luncheon was served in the Savery Hotel, after which an interesting program provided by the Drake University School of Radio was enjoyed.

The following officers were elected: Henry Kling, Cedar Rapids, pres.; John Nicolson, Shenandoah, vice pres.; Harold Ruby, Des Moines, sec'y. J. T. Hoffer, Nora Springs, treas.

## Illegal and Misbranded Seed Held

John E. Casey, seed analyst for the Arkansas State Plant Board, has issued holding notices on 105 bags of oats and wheat, which analysis of inspectors' samples showed to contain illegal amounts of Johnson grass and cheat. Mr. Casey found as high as 6 Johnson grass seeds in a pound of the wheat, and as high as 2273 cheat seeds in a pound of the oats. Sale of seed containing more than 5 Johnson grass seeds or 250 cheat seeds per pound of pure seed is illegal in Arkansas.

Warning notices were also issued by the Board on 78 bags of oats, vetch, barley, red top, and rye grass which were found to be misbranded. The vetch consisted of a mixture of varieties. The rye grass contained large amounts of the noxious weed sorrel and the oats were mixed with barley, none of which facts were stated on the seedsmen's analysis tags, as required by law. Before this seed can be sold the tags must be changed to show the true analysis.

A quantity of red top seed was also held off sale because no germination test had been made within the six months limit prescribed by law.

The illegal and misbranded seeds were found in merchants' stocks by the Board's inspectors at Hot Springs, Pine Bluff, Ft. Smith, Van Buren, Morrilton and Little Rock.—Paul H. Miller, chief inspector, Arkansas State Plant Board, Little Rock, Ark.

## Must Have Planted Free Government Seed

**Monrovia, Calif.**—L. E. Vincent is looking for the practical joker who slipped the extra seeds into his new lawn. Instead of grass the front yard has sprouted radishes, carrots, cucumbers, beets, lettuce and spinach.—P. J. P.

## Directory

### Grass & Field Seed Dealers

CRAWFORDSVILLE, IND.  
Crabbs, Reynolds, Taylor Co., clover, timothy.

GREEN SPRINGS, OHIO  
The O & M Seed Co., seed merchants.

PAULDING, O.  
Stoller's Seed House, wholesale field seeds.

ST. LOUIS, MO.  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.



## Canadian Farmer Develops Rust Proof Wheat

James Henchelwood, farmer, 12 miles south of Kelliher, Sask., planted 150 kernels of a new variety of wheat in his garden in the fall of 1936. In the fall he reaped five lbs. of seed which he again seeded the following spring. Henchelwood tended the seed by hand and watered it from his well during the drouth of 1937, reaping enough seed in the fall for four acres. This fall, he claims, the new wheat withstood the ravages of rust and produced 140 bus. on the four acres planted, or 35 bus. per acre.

## Improved Sudan Grass

Improved strains of Sudan grass for Wisconsin conditions are being sought in a crop breeding program conducted for the past few years by H. L. Ahlgren and O. S. Aamodt.

That Wisconsin needs better Sudan grass is eloquently attested by acreage data collected by the State Crop Reporting Service. From 1929 to 1934 the acreage skyrocketed, for the farmers of this state saw in Sudan grass the most productive and palatable mid-summer pasture crop that had ever been available. But it soon became plain that Sudan grass had serious faults, and as a result its production has been on the down-grade since 1934.

The shortcomings farmers have discovered in Sudan grass are these:

Under certain conditions it may poison livestock. This danger has now been made easier to guard against as the result of management methods developed at this Station.

Sudan grass needs a fertile loam type of soil, and a growing season nearly as long as that for corn, if it is to produce large crops. It will not do well on cold, wet, sandy, or infertile soils.

The crop is difficult to make into hay because the stems are coarse and contain a great deal of moisture.

When Sudan grass is grown on soils of low fertility, the crop which follows sometimes does poorly. As a result many farmers believe Sudan grass is "hard on the land." This probably is not strictly true; the condition is a temporary one similar to the "sod effect" that often follows timothy. It can be promptly overcome by applying nitrogen fertilizer or barnyard manure, and within a year will correct itself even if no fertility is added to the soil.

Because the danger of livestock poisoning is the most serious shortcoming of Sudan grass, this Station originally set about to develop pure lines of the crop, which presumably would be relatively free from prussic acid. Other investigators had reported that it is the sorghum types in ordinary Sudan grass which are largely to blame for poisoning.

The work done since then has made it clear that even pure lines are not free from prussic acid. However, various strains of pure-line Sudan grass differ greatly in the amount of poison they contain. This circumstance may make it possible to develop Sudan grass which will be far less dangerous than present varieties.

Other qualities being sought are leafiness, palatability, high tillering, good yield, disease resistance, and the ability to produce seed under Wisconsin conditions. Moreover, Ahlgren and Aamodt hope to develop a fine-stemmed variety which will be easier to cure into hay than the Sudan grass being grown at present.

The breeding program began with 35 strains of Sudan grass received from the Texas and Oklahoma Stations in 1932. In 1935 several more seed stocks were obtained from the Kansas Station and from commercial seed companies. In 1937 a number of strains were secured thru the U. S. Dept. of Agriculture from Morocco, Australia, Argentina, and Germany.

The method that has been followed is inbreeding and selection for desired qualities. Most of the original lines have now been discarded as unsuitable, but several selections are in hand that show a great deal of promise.

## Variegated Corn Developed in Illinois

"Variegated" corn, tinted with every color in the rainbow and more than 200 color tones, has been grown this year by H. S. Mengel, Loami, Ill., former high school principal, after 10 years of following a hobby of breeding corn. The colors range from light to dark shades of blue, red, yellow, green, white, black, purple, orange, pearl, violet, gray, brown, buff, and many other color tones.

"Variegated" corn is distinct from the familiar calico corn in that the latter carries only three or four colors. Planted in May and picked in August, "variegated" corn is declared to make excellent roasting ears, and is said to be as suitable for feeding and other purposes as are the accepted varieties of field and hybrid corn.

Mr. Mengel is reported to have received several offers for his "secret" for producing "variegated" corn, and there is a possibility that he will convert his hobby to commercial purposes.—P. J. P.

## Hairy Vetch Weevil Found in Oregon

Discovery of hairy vetch weevil at three widely scattered points in the Willamette Valley has thrown the Oregon Department of Agriculture and the Oregon State College into a fever of excitement in an effort to bring this parasite under control before it seriously threatens the growers and handlers of the Valley's \$750,000 crop of hairy vetch.

Assistance has been asked of the Bureau of Entomology and Plant Quarantine, and Senator McNary, and the College is in the midst of a survey to determine the extent of infestation. Screenings are being burned, ground, or fumigated.

G. R. Hyslop, head of the Division of Plant Industry at Oregon State College, has advised Oregon seed dealers: "If you receive samples of hairy, woolly-pod, common or Hungarian vetch showing any weevil infestation they should be fumigated immediately and before cleaning. If any lots known to contain weevils have been cleaned without previous fumigation, the screenings should be fumigated or destroyed."

## Many Varieties of Wheat in Kansas

Hard red winter wheat varieties comprised 91.7 per cent of the total wheat acreage sown in Kansas in the fall of 1937 according to a survey by the United States Bureau of Agricultural Economics and the State Board of Agriculture.

Turkey led all other varieties, with slightly more than one-third of the total acreage. Blackhull was a close second. More than two-thirds of the State's wheat acreage was sown to Turkey and Blackhull. The acreage of Tenmarq was almost one-seventh of the State's total.

The soft red winter wheats accounted for only 8.3 per cent of the state's total acreage and were confined almost entirely to the eastern third of the state where, however, they made up 47 per cent of the total wheat acreage. Kawvale was by far the most popular soft wheat variety with more than 61 per cent of the total acreage of that class.

Approximately 50 varieties of winter wheat are grown in Kansas according to this survey; altho it was difficult to determine accurately the number of different varieties actually reported because of the fact that some varieties are known by a number of different names.

## Nebraska Will Plant Better Wheat

The 2100 samples of wheat to be planted in Nebraska plots during the next two weeks have been collected in an excellent manner. All of the counties have one hundred samples, and many of them more. County agents and elevator managers have done a fine job. This will give an excellent representation of each county's wheats.

In addition to planting the one hundred samples of wheat from each county, the following varieties will be planted for farmers to observe: 1. Turkey; 2. Cheyenne; 3. Nebraska 1069; 4. Nebred; 5. Iobred; 6. Iowin; 7. Kawvale; 8. Tenmarq; 9. Blackhull; 10. Chiefkan.

Some of the wheat variety names reported by farmers are entirely new to me. They are: Iowa red, plain wheat, Russian red, Texas red, Minnesota red, Canada red, Nebraska No. 1, Nebraska 42, Nebraska 66, Nebraska 68, Nebraska 66 rust proof, S. S. wheat, University No. 1, Bluestem, Macaroni, and Sthurs special. At least it will be interesting to observe these farmer varieties of wheat.

The Turkey Red variety seems to be most popular. Approximately 50% of the samples collected throughout the state were called Turkey Red by the farmers. Experts will determine how many are named incorrectly next summer. Perhaps there is a reason for Turkey Red being popular among farmers. In a survey carried on by the Nebraska Grain Improvement Association among Nebraska mills and elevators, common Turkey Red was the chosen variety. The question asked them was, "Year after year which variety does best in your territory?" Over 80% of the mill and elevator managers who returned questionnaires designated Turkey Red did better over a period of years than any other variety.


## CRABBS REYNOLDS TAYLOR CO.

CRAWFORDSVILLE, IND.

### GRAIN

### Clover and Timothy Seeds

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SEED OATS - SEED BARLEY  
GARDEN SEED - GRASS SEED  
THE O & M SEED CO.  
GROWERS GREEN SPRINGS, OHIO

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all kinds of

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to our nearest office:

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NORFOLK, NEB.	MANKATO, MINN.
SIoux FALLS, S. D.	CARROLL, IA.
	BILLINGS, MONT.

## MICHAEL-LEONARD SEED CO.

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## ED. F. MANGELSDORF & BRO.

Buyers and sellers of

Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri



## Grain Carriers

The Burlington has been authorized by the Interstate Commerce Commission to abandon 20 miles of line between Koyle, Ia., and Gainesville, Mo., the traffic being insufficient.

Cars loaded with grain and grain products during the week ended Sept. 10 totaled 30,526, against 31,700 during the like week of 1937, as reported by the Ass'n of American Railroads.

Minneapolis, Minn.—The proportional rate on grain and seeds between Minneapolis and Duluth-Superior has been increased to 5c per 100 lbs., from 4.75c, when of intrastate origin and destination.

Lake freight rates from Fort William and Port Arthur to St. Lawrence points, Montreal, Sorel, Three Rivers and Quebec are now 5.75c per bu. on wheat, rye or barley, compared with 5c at this time last year. An increase to 6c or better is now probable for Oct. 1 to the close of navigation.

Washington, D. C.—Limitations of the rate-making powers of the Interstate Commerce Commission was considered at a conference Sept. 14, of seventy representatives of carriers, shippers, bankers, and industrialists, at the headquarters of the Chamber of Commerce of the United States.

An increase to \$10 from the present \$6.93 per car for stop-off in transit to partially unload all freight except coal and coke, is requested of the Interstate Commerce Commission by roads in Trunk Line and Central Freight Ass'n territory. A hearing on the increase was scheduled to be held at Buffalo, N. Y., Sept. 20.

The years 1916 and 1917 were the last in which the railroad industry, as a whole, earned as much as 5 per cent on its investment. In 1916 the average earnings of railroad employees was 28 cents per hour. This year the average is more than 77 cents per hour, nearly three times as much. In 1916, taxes took 4.4 cents out of each dollar of revenue. To-day they are taking more than 10 per cent, more than twice as much.

Buffalo, N. Y.—The Board of Supervisors on Sept. 14 instructed the county attorney to start a court action to test the legality of the state's expenditures for operation of the elevator at Oswego, which they believe is diverting grain shipments unfairly from Buffalo. Governor Lehman is to be asked to call a hearing on increasing the charges for handling grain thru the elevator at Oswego, alleged to be below cost.

New Orleans, La.—The Port Commissioners have requested the Department of Agriculture to confer with the maritime commission on means to induce the Tramp Shipping Administrative Com'te to make its fixed minimum grain charter rates from the gulf no higher than from Montreal failing which the maritime commission itself should take vessels from the laid-up fleet and allocate them to New Orleans and other gulf ports for grain cargoes at rates no higher than those fixed by the London committee from Montreal.

New York, N. Y.—Traffic executives of the eastern trunk lines meeting here Sept. 22 approved publication of a rate reduced from 22 to 16 cents on grain reshipped for export from Chicago to Baltimore. The rate will be published to allow storage in transit privileges, making the reduced rates effective about Nov. 1. On a reshipping basis of 16 cents, the thru rate from 100 per cent Chicago group points will become 24½ cents and from 110 per cent central Illinois origin 28 cents. Under the adjustment the St. Louis-Baltimore rate will become 20 cents and Peoria-Baltimore 18 cents.

Kansas City, Mo.—The Board of Trade of Kansas City and the Grain Exchange of St. Joseph have filed complaint with the public service commission against seven railroad companies charging that the railroads were using improperly equipped cars for "set-back" movements of grain before the grain was sent out for line hauls.

Duluth, Minn.—The water freight rate on grain has been hiked up a further fraction. Present rate quoted on wheat for unloading Buffalo, is now 2½c with coarse grains firming in sympathy. Scattered charters continue to be made to move grain eastward but nothing like a volume that the vessel owners had anticipated is being loaded and shipped out. Stocks are piling up in the elevators, but arrivals have slowed down considerably from recent heavy scale and unless they pick up again, the increase should be greatly reduced, or possibly show a decrease, size depending on the shipping orders taken out.—F. G. C.

Chicago, Ill.—John E. Brennan told the Illinois Commerce Commission at a hearing Sept. 15 that the Rock Island Railroad should not be permitted to lower its grain hauling rate between Morris, Ill., and Chicago from 9½ to 5 cents per 100 pounds. Shippers at Seneca and Langham, paying the same rate as those in Morris, would be placed at a disadvantage under the new schedule, he said. Marseilles and Ottawa, now paying 10 cents, and Utica paying 11 cents, also would be affected. Shippers in those towns are seeking rates comparable to the proposed Morris rate. The commission took the change under advisement.

With the spring wheat movement in the Northwest virtually completed, American railroads have again established new records in the handling of this year's crop, according to figures just compiled by the Car Service Division of the Ass'n of American Railroads. During the month of August, 41,079,550 bushels of spring wheat were moved into Minneapolis by the railroads, setting an all time record for August receipts at Minneapolis and incidentally the largest for any single month in fourteen years. This gratifying performance by the railroads, according to the Car Service Division, which supervised the movement, was due in large measure to effective cooperation on the part of all factors in the grain trade thruout the Northwest. There was the most efficient handling of cars during the entire movement; loading and unloading opera-

tions were carried on with the utmost dispatch, with the result that cars were released and returned to the grain carrying railroads promptly for further loading.

## New Type Barge in Operation

The Dolomite, a new type of self propelled barge, with twin screws and diesel engine power, has been placed in operation by a Buffalo, N. Y., ship owner.

The new barge is reported to be capable of lake as well as river and canal transport, able to carry cargo from inland river ports like Peoria and St. Louis, direct to New York by way of the Illinois river, the Great Lakes, the Erie Canal, and the Hudson river.

The vessel is described as built of steel and having specially lined cargo holds that can be cleaned in a few hours with steam, so that it can handle practically any kind of cargo either way, without reference to its previous load.

Capacity for from 2,000 to 3,000 tons would indicate the new barge as capable of handling 75,000 bus. of grain on the 9-foot channel in the Illinois river. Grain dealers on the inland waterways are speculating on whether the new type of barge will bring them water rates direct to the east for export grain.

## Grain Movement

[Continued from Page 251]

97,563,707 and 46,974,523 bus. respectively were received from the farms.—R. H. Coats, Dominion Statistician.

Decatur, Ill., Sept. 24.—The country is selling some old corn on the bulges in the market. Some stations report a fair amount of old corn back; when it will move to market is everybody's guess. No disposition on the part of growers to sell new crop corn. Only scattered cars of oats moving. Pastures continue excellent in most parts of the state.—Baldwin Elvtr. Co.

Prescott, Wash.—The Touchet Valley Grain Growers' elevator estimate 15,000 sacks of wheat will be piled outside the building before the crop is finally moved to shipping point. While final figures for Walla Walla county are not available the quantity of grain still appears to be about normal and some yields of 50-bus. are not unusual. Few crops were smutted and all seem to be of excellent quality.—F. K. H.



GOODRICH BROS. CO. ELEVATOR  
WINCHESTER, IND.

**GOODRICH BROS. CO.**

**ELEVATOR**

**Winchester, Ind.**

is equipped with a

**HESS**

**Automatic, Oil Burning**

**Direct Heat**

**DRIER AND COOLER**

*They're Profit Makers*

**HESS WARMING AND  
VENTILATING CO.**

**1211 SO. WESTERN AVENUE  
CHICAGO, ILLINOIS**



# Feedstuffs

**Washington, D. C.**—The annual meeting of the Ass'n of American Feed Control Officials will be held at the Raleigh Hotel, Nov. 17-18, according to Leslie E. Bopst, sec'y-treas.

**Cleveland, O.**—Directors of the American Feed Manufacturers Ass'n will meet here Oct. 7 and 8 for a preview of the World's Poultry Congress and Exposition and to transact some association business.

**Alfalfa meal production** in August totaled about 30,000 tons compared with 38,000 tons a year earlier and 37,000 tons 2 years back, reports the Bureau of Agricultural Economics. Production totaled 28,000 tons in July and 30,000 tons in June. About 11,000 tons of August production was from dehydrated alfalfa hay.

**Memphis, Tenn.**—Charges made by southern congressmen that cottonseed mill operators have combined to force down the price paid by them for seed are denied by T. H. Gregory, vice pres. of the National Cottonseed Products Ass'n, who says that the price which can be paid for seed is governed by the prices at which the mills can sell products, adding that "the prices of all cottonseed products are considerably below what they were two years ago."—P. J. P.

**Kansas City, Mo.**—Trading in millfeed futures on the Kansas City and St. Louis markets in the month of August aggregated 50,825 tons. This is the largest total for any month since the start of the reporting of millfeed futures trading in October, 1937. Of the total of 50,825 tons traded in during August, 16,500 tons were of bran and 8,200 tons of shorts in Kansas City, and 21,700 tons of bran and 2,900 tons of middlings in St. Louis for Chicago delivery and 25 tons of bran and 1,500 tons of shorts in St. Louis for St. Louis delivery.

**Blackstrap molasses** was used as a substitute for corn in fattening hogs in an experiment reported to the American Society of Animal Production, by C. P. Thompson. Pigs that received a ration of corn 50 and shorts 50% by weight, with free access to salt, developed unmistakable symptoms of rickets in 89 days, whereas pigs that received a ration of shorts 60 and molasses 40%, also with free access to NaCl, did not show pronounced signs of rickets. Neither ration caused rickets when the animals were allowed free access to a mineral mixture composed of equal parts of NaCl, bone meal and ground limestone.

**New Haven, Conn.**—During 1937 the Connecticut Experiment Station examined 1,508 samples of feedings stuffs, of which 61 were deficient in one or more items and 65 did not meet guarantees of protein, fat or fiber. To the end of the calendar year, 1937, 44 samples of vitamin D oils, representing 19 brands, were tested, of which number 27 were satisfactory, 4 passed and 13 were below standard. Nineteen samples have been examined in response to complaints of feeders. In no case were distinctly poisonous ingredients found that warranted holding the feed responsible for the complaints cited. One sample of feed, taken from the manger of a horse that died, was found to contain a considerable amount of bichloride of mercury. No poison was found in the feed being used at the time. Accidental feeding of disinfected seed oats was the probable cause.

**Brewers dried grains production** during August totaled 9,900 tons compared with 11,100 tons a year ago, and 10,700 tons 2 years back, states the Bureau of Agricultural Economics. Production amounted to 10,200 tons in July, and 10,400 tons in June.

**Distillers dried grains production** totaled 9,200 tons in August, an increase of 600 tons over the small July output, states the Bureau of Agricultural Economics. This compares with August output of 11,800 tons last year, 20,100 tons in 1936, and 14,100 tons in 1935.

## Feed Light Oats Sparingly

Light oats should be fed sparingly to hogs, or they should be mixed with other grains, declares H. G. Zavoral, extension animal husbandman, University Farm, St. Paul, Minn.

Light oats, he says, have a high percentage of fiber, and fiber has very little value for feeding pigs. If oats weigh over 28 pounds, their highest value will come when fed to replace not more than 25 per cent of the corn or barley in a ration which calls for one-third oats, one-third shriveled wheat, and one-third barley. This ration, when ground and mixed, is good for fattening hogs. Grinding oats to medium fineness will increase their value by 25 per cent. Soaking whole oats does not improve the feeding quality.

Hulled oats make an excellent feed for little pigs, and about 165 pounds of fairly heavy whole oats will make 100 pounds of hulled oats. Hulls are of no value, for they replace other feed and retard gains. Oats should be limited to about 25 per cent of the fattening ration, but can make up 50 per cent of the ration for breeding stock.

## Imports and Exports of Feeds

Imports and exports of feedstuffs during July and seven months ending July, 1938, compared with the like periods of 1937, as reported by the Bureau of Foreign and Domestic Commerce, were as follows, in tons of 2,240 lbs., except where noted otherwise:

	IMPORTS			
	July 1938	July 1937	7 mos. ending July 1938	7 mos. ending July 1937
Hay*	95	2,379	11,291	136,608
Coconut cake†	5,443,893	24,432,750	43,079,733	193,224,965
Soybean cake†	755,500	10,948,933	19,042,409	89,853,626
Cottonseed cake†	1,797,500	1,313,030	4,340,766	35,927,312
Linseed cake†	1,101,000	1,760,000	6,711,100	21,005,261
All other cake†	456,000	9,743,909	7,938,745	42,742,841
Wheat fds.*	2,769	12,190	9,335	162,272
Beet pulp*	148	143	22,215	33,013
Tankage	2,466	3,910	16,114	27,304
Fish scrap	410	6,789	19,180	45,549
	EXPORTS			
	July 1938	July 1937	7 mos. ending July 1938	7 mos. ending July 1937
Hay	128	118	59,954	2,190
Cottonseed cake	2,017	....	24,113	4
Linseed cake	11,838	28,323	102,955	175,370
Other oil cake	4,845	....	12,767	425
Cottonseed meal	1,931	67	11,182	1,220
Linseed meal	312	1,602	5,787	9,418
Other oilcake meal	6,442	289	32,105	3,751
Fish meal	33	2	479	132
Mxd. dairy fds.	....	....	....	....
& poultry fds.	1,177	90	5,649	964
Oyster shells	2,143	747	15,166	25,973
Other prepared & mixed fds.	4,828	181	8,176	715
Other fd. bran	2,270	512	15,297	3,259
Kafir, milo (bus.)	229,233	183	527,988	1,503

\*2,000-lb. tons. †Pounds.

## Make Each Piece of Merchandise Earn a Profit

Recognizing the seemingly obvious fact that business must make a profit to stay alive, some grain dealers mark up prices for the retail merchandise they handle on a percentage basis that represents their actual handling costs plus a reasonable profit.

When this policy is carried out to individual items as well as classes of merchandise handled, it has one big factor to recommend it. Every sale makes a profit; or there is no sale.

This is a practical application of that old business proverb, "You can't go broke taking a profit." It presumes there is no profit on a sale unless that sale carries sufficient gain to pay its own costs, as figured on a percentage basis. The costs, of course, include office, storage, sales overhead, and delivery costs.

Marking up the prices of merchandise on a cost percentage basis also tends to eliminate the practice of cutting prices. Cutting prices to increase volume and turn-over, seldom accomplishes the purpose of the price-cutter. In hardly more time than it takes to tell about it, the price-cutter's competition hears about his lower prices and is out to meet them, with the direct result that in a few days, frequently in a few hours, volume is back down to the point from which it started when prices were cut, and everyone but the buyer is making less profit.

When a business man keeps accurate records that reflect his actual costs of handling each piece of merchandise in his stock as well as shrinkage deterioration and interest, he is more inclined to throw out the deadwood, and keep the level of his prices on active stock at a point that will earn a profit.

## Mineral Feed Mfrs. Meet

E. E. CLORE, of Greenwood, Ind., in his annual address as president of the Mineral Feed Manufacturers Ass'n, told of the great progress made by the industry during the past 15 years. He said:

The mineral feed business is the backbone of the feed industry, and without minerals our feed would be a total "flop." We who have blazed the trail do not get, even yet, the credit from some investigators that we deserve. Today, when we know the value of all mineral ingredients . . . which . . . are placed in mineral feeds in as good a balance as our knowledge permits, still we find some of our colleagues connected with experimental stations advising farmers not to buy commercial mineral mixtures. Is that fair to an industry that is on the "up and up," that has just as brilliant minds and as well equipped laboratories as many of the experimental stations?

No members left the organization during the past year, and 10 joined, making the total 65.

To succeed L. F. Brown, who has removed to St. Petersburg, Fla., to reside, J. M. George of Winona, Minn., was appointed sec'y-treas.

The old officers were re-elected: Dr. E. E. Clore, president; vice president, J. S. Ahern, Quincy, Ill. Directors, in addition to the officers, James H. Murphy, of Burlington, Wis., and John Casey, of Peoria, Ill.

After the morning business session at the Olympia Fields Country Club, Chicago, Sept. 16, the members staged a golf tournament to compete for a variety of prizes, which were awarded at a banquet in the club house in the evening.

In attendance were: J. S. Ahern, Quincy, Ill.; Frank B. Albright, Chicago, Ill.; W. R. Anderson, Milwaukee, Wis.; Geo. H. Barrett, Chicago, Ill.; R. E. Barrowman, Des Moines, Ia.; A. W. Bevernick, New York, N. Y.; W. H. Bigelow, Chicago, Ill.; Carl M. Black, Chicago, Ill.; C. Christensen, Chicago, Ill.; R. A. Clark, Detroit, Mich.; C. L. Drum, Chicago, Ill.; J. L. Elliott, Oelwein, Ia.; Fred Forrer, Jr., Milwaukee, Wis.; E. F. Fox, Des Moines, Ia.; J. M. George, Winona, Minn.

G. B. Hafer, Chicago, Ill.; Ralph Hedges, Kansas City, Mo.; B. M. Hopkins, Chicago, Ill.; C. W.



Klaus, Chicago, Ill.; Walter F. Koontz, New Castle, Ind.; Mrs. Walter F. Koontz, New Castle, Ind.; S. D. LeGear, St. Louis, Mo.; R. H. McAllister, Chicago, Ill.; A. T. McLellan, Chicago, Ill.; H. A. Marshall, Atlantic, Ia.; John Mecking, Chicago, Ill.; J. C. Minton, Burlington, Ia.; Mrs. E. K. Mountjoy, Memphis, Tenn.; James H. Murphy, Burlington, Wis.

Martin E. Newell, Chicago, Ill.; Travers Newton, Milwaukee, Wis.; R. E. Nickelson, Chicago, Ill.; Dr. F. M. Parker, Rahway, N. J.; E. M. Peet, Council Bluffs, Ia.; W. H. Radke, Chicago, Ill.; W. A. Rothermel, Chicago, Ill.; John O. Steen, Chicago, Ill.; E. M. Stewart, Quincy, Ill.; E. G. Thomssen, Winona, Minn.; D. J. Wallace, Chicago, Ill.; C. W. Willis, St. Louis, Mo.

## Keeping Ahead of Customers

By LYMAN PECK, Fort Wayne, Ind.

To keep ahead of our customers it is necessary to realize the responsibility that rests upon the shoulders of every feed dealer and manufacturer. There are definite obligations due the customers which we must assume because we are in business. Our observance of these obligations determine the progress



Lyman Peck, Fort Wayne, Ind.

that we will make.

The feed business has advanced rapidly. In the beginning stockmen depended upon nature to furnish the rations for their livestock, and there are still a few who believe, or pretend to believe, that this method is the best.

Fifty years ago millers burned bran because its feeding value was unknown. Then came the beginning of the mixed feed business. Farmers began to use bran, middlings, and other so-called by-products, adding them to their home-grown grains and hay.

The next development was the mixture of these ingredients at a central point, and their sale as a mixture under various brand names. Thus the commercial mixed feed business came into being. Up to this point the advance in feeding was of an empiric nature, necessarily so because few understood animal nutrition. Real development of the feed business did not come until we had scientific research in biological chemistry.

Chemists have demonstrated that man can improve upon nature, and that it is not necessary or economically sound to depend upon nature to furnish all the feedstuffs for livestock or to feed these feedstuffs in the form furnished by nature. A good example of this is the soybean. Chemists and investigators in nutrition have proved that removing the oil from the beans and applying proper heat increases the feeding value of the meal. A pound of soybean oil meal is worth much more than a pound of soybeans for feeding to livestock or poultry, regardless of the method used for processing, provided the optimum heat is applied during the operation.

Not many years ago the cheese factories ran

rapid advance in the production and use of soybean oil meal is one illustration of trends. Ten years ago the production of soybean oil meal in this country was about 21,000 tons per year. Today it is over 700,000 tons.

The manufacturer or dealer who does not realize he owes a definite obligation to his customers, his community, and his industry, is not keeping abreast of the times. Sooner or later he will be shipwrecked on the rocks of economic pressure. In the long run we profit from our contacts with our customers in direct proportion to what we contribute to them.

N. B. Updike, grain dealer of Omaha, will reseal the 1937 corn crop on his many farms, and build new cribs for the 1938 crop, to seal 50,000 bus. more for the 57c loan, the market price at nearby country stations being 44 cents.

Our obligations require us to study the feeder's local situation as well as the nutritional requirements of the animals he feeds. If he lives in a territory where large amounts of grain are produced it is obvious that he should feed as much of home raised feed as possible and purchase concentrates which contain those proteins, minerals and vitamins that will make his home grown grains into a balanced ration. But if we sell feeds in a section where little grain is produced, or where a crop failure has occurred, straight or complete feeds are the most economical for the feeder. In the long run our business must be based upon the requirements of our customers.

Each generation of feeders becomes better educated.—Experience in 4H Club vocational agriculture projects and attendance at short courses at agricultural colleges is producing a class of customers who demand facts and who are not so prone to price buying as were their parents. We can hold the confidence of this class of customers only if we are familiar with advances in nutrition. We must know as much as they do. We should know more. Business knowledge must keep ahead of customer education; otherwise we may lose that most valuable business asset, customer confidence.

To keep ahead of our customers we must remain open minded. We must base decisions upon factual evidence. We must not be swayed by personal prejudices. The knowledge of nutrition is advancing so rapidly that the rations we made a few years ago are like a model T Ford, just as good as they ever were, but not able to meet modern requirements.

We should step back occasionally and to get a better perspective of our business and business trends. Times and conditions change. The whey into the sewers. Research proved dried whey has feeding value and it is now widely used in poultry and other feeds.

Research.—Feed dealers and manufacturers owe much to the research workers who have discovered these feeding facts and enabled us to better serve our customers. The experimental data of the Agricultural Experiment Stations is public property. Any one can obtain it, tho not all can digest it. Most feed dealers have neither the time nor the training in research to collect and evaluate this vast amount of data which directly or indirectly relates to their business.

The successful feed manufacturer realizes that feed research is necessary and hires research men who devote all their time to this work. Big units in business are a natural result of the practical application of research. Fact finding is a necessary part of their business. The results of their studies are reflected in the products they produce. That is a part of their obligation to their customers. If a feed is made to produce results there is more in the bag than that which meets the eye. These hidden but most important factors are the studies in nutrition, the practical application of this knowledge and the integrity of the manufacturer.

Years ago we gave much attention to the chemical analysis of a feed. Today chemical analysis means little. You can take chicken manure, feathers, sawdust, and leather, and make a laying mash that has the same chemical analysis as to protein, fat, and fiber, that will be found in any good feed. Chemically it is all right, but hens will not lay eggs on such a ration.

Protein Content?—E. R. Darling stated in a recent article: "The most common question asked when feedstuffs are purchased is, 'What is the protein content?' It is to be regretted that we have educated ourselves to such faith in protein, for a protein statement carries but little real value. It would be far better if we asked, 'What is the nutritive value of the protein in this food?' It is a dear price that we are paying when, through the use of inadequately and thoughtlessly chosen feedstuffs our animals suffer from malnutrition. To feed at a price and not consider the response in the animal is the first step on the way to failure in raising any animal."

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# Poultry Feeds and Feeding

The turkey crop this year will be about 3.7 per cent larger than in 1937 and about 6 per cent smaller than in 1936, according to a September 1 survey by the United States Department of Agriculture covering about 6,000 flocks.

**Ithaca, N. Y.**—Dr. L. C. Norris of the department of poultry husbandry at Cornell University, has been granted the first annual Borden award for meritorious research in poultry science, including a gold medal and \$1,000 cash.

**Kansas City, Mo.**—Over 600 delegates and visitors are expected to attend the 26th annual meeting of the American Ass'n of Cereal Chemists to be held in Kansas City, Mo., May 15 to 19 inclusive. The Ass'n, which was organized in Kansas City in 1914, last met there in 1929. Perie Rumold, chief chemist of the Southwestern Milling Company, is in charge of local arrangements.

The feed situation in August, as represented by the Chicago feed-egg price ratio, changed very little from that in July. The number of eggs required to purchase 100 pounds of poultry ration is still under 80 per cent of the 1925-34 average. Hence, the feed situation, as a whole, is much more favorable to the poultryman than at this time last year when from 30 to 40 per cent more eggs than average were required to buy 100 pounds of feed. It is not likely that the feed-egg ratio during the period between September, 1938, and April, 1939, will go much above its present level.—U. S. Dept. of Agriculture.

Three groups of pigs were housed away from sunlight and given rations varying in phosphorus content but otherwise adequate except for lack of vitamin D. The calcium level in all diets was 0.79 per cent and the P levels, 0.24, 0.51 and 0.75 per cent, respectively. It was found by C. E. Aubel and J. S. Hughes that the pigs receiving 0.51 per cent P which give a Ca:P ratio of 1.5 to 1 had the best appetites, gain in weight, utilization of food and bone formation. The results of the bone analysis in this group were similar to those obtained in a fourth group of pigs receiving a ration containing vitamin D and 0.84 per cent Ca and 0.3 per cent P which had previously been reported to be adequate.

**Petaluma, Cal.**—In a wing of the office building of the Golden Eagle Milling Co. is the nutrition laboratory of the Western Condensing Co., supervised by Henry Pollard with Dr. E. L. R. Stokstad as biochemist and T. Marquis as chemist doing research in the estimation of vitamin G in feeds, in which are deeply interested Dr. L. C. Norris and Dr. G. F. Heuser, both of Cornell, who on Sept. 1 paid a visit to the laboratory on their return from the poultry science convention of Washington State College at Pullman, Wash. Dr. Norris, in collaboration with Dr. Sullivan, also of Cornell, developed the present method being used in the Petaluma laboratory in the estimation of Vitamin G.

**Houston, Tex.**—In the five years that we have been in business here we have been hammering away at poultry diseases, working thru our crew of five service men to reduce disease causes. This year we have had more results than ever before and we are so encouraged that we are attempting to do the same thing now with livestock. We have taken part in many tests and each one has meant more business for us. However we know that no matter how good a feed is, it will not solve many of the problems of the poultry or stockowner. Our new dairy cattle program will make expert advice on handling livestock available without cost to all of our patrons.—Archer Romero, vice pres. Archer Grain Co.

**Washington, D. C.**—Rules of practice for the baby chick industry were made public Sept. 22 by the Federal Trade Commission, as the result of the trade practice conference held July 21 at St. Paul, Minn. Anyone interested may send written communications containing his views to the Commission not later than Oct. 11. Opportunity for oral hearing also will be afforded at 10 a.m., Oct. 11, in Room 332, Federal Trade Commission Building, Washington, to any such persons as may desire to appear and be heard.

## Northwest Feed Mfrs. Elect

About 60 were in attendance Sept. 13 at the annual dinner meeting of the Northwest Feed Manufacturers and Distributors Ass'n held in the Curtis Hotel, Minneapolis.

Officers elected are, pres., Geo. Smith, Minneapolis; vice pres., E. J. Cashman, New Richmond, Wis.; Stan Nelson, Minneapolis, and P. L. Kimble, Mankato, Minn. S. N. Osgood, Minneapolis, was re-elected sec'y and treas.

Executive com'mite: Roy Peterson, A. L. Stanchfield and C. E. McCartney, all of Minneapolis; L. H. Patten, Glencoe, Minn., and O. M. Jensen, South St. Paul.

## Required Protein in Hen Ration

In the present conjunction and adaptation of hitherto made attempts in order to explain the optimal (chemical) process of albumen in the food of a laying hen shows that the amount in the food of maintenance should be about 95 g. and in the food of production about 210 g., this being calculated as meltable albumen per food unit.

Too small a quantity of albumen in the food causes an imperfect utilization of the productive power of the hens, so that too small a number of eggs of unsatisfactory size will be had.

Too great an amount of albumen in the food, on the other hand, causes that the albumen is too incompletely utilized to make the production economical, besides which disturbances in the renewal of substance will appear.—J. Axelsson in Norwegian Poultry Journal.

## Oat Hulls Prevent Cannibalism

Gordon E. Barse of the Western Washington Experiment Station fed eight all mash rations to duplicate lots of 65 single comb white Leghorn pullets each from two weeks to 32 weeks of age. Ration 1 was composed of 81 per cent ground yellow corn; ration 2, 64 per cent corn and 15 per cent spruce sawdust; ration 3, 79 per cent corn and 2 per cent oat hull ash; ration 4, 78 per cent corn and 3.6 per cent oat ash; ration 5, 47 per cent corn and 30 per cent oat hulls; ration 6, 46 per cent corn and 32 per cent oat mill feed; ration 7, 81 per cent corn and .03 per cent manganese sulfate; ration 8, 80 per cent ground oats. The protein, mineral and vitamin supplements made up the balance of the rations. The protein, calcium and phosphorus levels were standardized, with the exception of ration 4, in phosphorus.

The pullets in the duplicate lots fed the yellow corn basal ration developed cannibalistic habits. When this ration was supplemented with oat hulls, oat mill feed, or replaced by an oat basal ration, practically no cannibalism appeared in either of the duplicates on each ration. Supplements of oat ash, oat hull ash, or manganese sulfate were, under the conditions of this experiment, of no value in preventing picking. Pullets fed yellow corn supplemented with spruce sawdust developed feather picking at 14 weeks of age but the condition had nearly disappeared at 32 weeks of age.

Since oat hulls were common to the three

rations which most completely protected against cannibalism and were the sole supplement for one of these rations, it is evident that oat hulls contain the cannibalism preventing factor.

## State Feeding Stuffs Reports

**Raleigh, N. C.**—During 1937 the North Carolina Department of Agriculture collected 1,148 official samples of feeds. Penalties amounting to \$647.45 have been made to cover the cost of seizures. Three hundred twenty-one lots of feeds were seized and held for satisfactory adjustment with the Department. In most cases the feed was released when the penalties were paid and the feed was tagged showing analysis in line with the laboratory report.

**Harrisburg, Pa.**—In its General Bulletin 549, Feeding Stuffs Report for 1936, the Pennsylvania Department of Agriculture shows that 1,192 official samples of feed were analyzed in 1936, 206 or 17.28% were deficient in protein or fat, and contained fiber in excess of tolerances provided; 16 samples or 1.34% were found deficient in protein; 78 or 6.54% were deficient in fat, and 137 or 11.49% exceed their guaranties for fiber. Of the samples analyzed, 1,031 represented proprietary mixed feeds, 13 being deficient in protein, 67 deficient in fat and 127 containing excess fiber. In only a few instances did microscopical examination show the presence of ingredients not listed by the manufacturer. During 1936 Pennsylvania's agricultural department registered 5,107 brands of feeding stuffs, and issued 1,341 licenses to 1,008 manufacturers.

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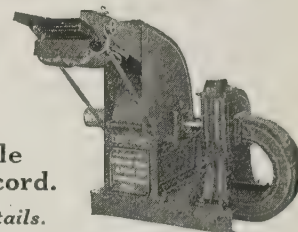
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## Feed Men Hear of Labor Standards

An up-to-the-minute address on "The Fair Labor Standards Act of 1938," by Herman Fakler, of the Millers National Federation's Washington, D. C., office, aroused repeated questions at the Feed Men's Luncheon in the Royal York hotel, Toronto, Can., Sept. 27.

Mr. Fakler's address appears elsewhere in this issue.

### Feed Trade Rules

CHAIRMAN E. C. DREYER, St. Louis, in his opening remarks, listed most of the grain exchanges as having adopted the feed trade rules of the Grain & Feed Dealers National Ass'n and remaining exchanges are considering them. He said:

We are now pleased to report that thru the efforts of our genial and aggressive Secretary, Ray Bowden, the Oregon Feed Dealers Ass'n became affiliated with the National during the year 1938, that 13 of the 24 Ass'ns now affiliated are either purely feed ass'ns, or have the term "And Feed" in their title. We know of no active and functioning feed trade ass'n in the country which is not affiliated with us now.

Steps have been taken during the past year to have the feed trade rules, which are part of the trade rules of the Grain & Feed Dealers National, universally adopted. The following ass'ns have adopted these in practically their entirety: Philadelphia Commercial Exchange Milwaukee Grain & Stock Exchange, New York Produce Exchange, Detroit Board of Trade, Omaha Grain Exchange, Boston Grain, Feed & Flour Exchange, St. Louis Merchants Exchange, Enid Grain Exchange, Buffalo Corn Exchange.

Steps have been taken to have these likewise adopted by the following ass'ns: Chicago Board of Trade, Kansas City Board of Trade, Hutchinson Board of Trade, Wichita Board of Trade, Minneapolis Chamber of Commerce.

May I offer the suggestion that those of you present here use your influence to secure the universal adoption of these national feed and trade rules, particularly those of you who happen to be members of, or in contact with the ass'n's enumerated above, who have not as yet adopted these rules.

We have likewise been in communication with Herman Steen of the Millers' National Federation, with a view of having the Federation also adopt these rules in their entirety. This for the reason that mills in different sections of the country are using various forms of feed contract; some of them in keeping with our trade rules, some using the Millers Federation rules pertaining to flour, also using a portion of our national feed trade rules, but eliminating some of the most important features thereof.

In 1932 there were estimated to be 21,000 retail and feed dealers in the U. S. The estimated number of employees in retail establishments prior to NRA was 69,790 persons. The estimated annual payroll as of 1933 on the basis of 300 days per year and average wage of \$2.50 per day, was given as \$52,342,500. Seventeen affiliated ass'ns reported division of feed sales in their groups about as follows: Dairy feeds, 48%, poultry feeds 37%, and miscellaneous 15%. The gross annual volume of feed sales reported by 15 ass'ns, with 2,209 members, was given at \$462,303,033 in value—24,460,588 in tons. The basis of materials used, domestic 96%, imported 4%. The basis of material used from agricultural sources direct 80%, agricultural sources (by-products) 18%, non-agricultural sources (limestone, oyster shell, etc.) 2%.

D. K. STEENBERGH, Milwaukee, Wis., sec'y of the Central Retail Feed Dealers Ass'n, and father of National Feed Week, explained the purpose of the latter enterprise as helping to make feed buyers and prospective feed buyers more feed conscious. It is receiving generous support, he said, from interested ass'ns, trade papers, the country press, farm programs on radio stations, and most feed manufacturing companies.

Mr. Steenbergh described and exhibited the posters, stickers, mat service, electro-type service, advertisements, and publicity articles which he has made available for general distribution to the feed dealers for use in local and county papers, display in offices, and inclusion in mail pieces to promote National Feed Week and its purposes.

"National Feed Week was a success last year," he said. "It will be a success again this year. But how much of a success it will be depends on you."

Adjourned *sine die*.

# The Labor Standards Act

By HERMAN FAKLER, vice pres. Millers Nat'l Federation before Grain & Feed Dealers Nat'l Ass'n.

**Administration.**—There has been created in the U. S. Department of Labor a wage and hour division under the direction of an Administrator, Mr. Elmer F. Andrews has been chosen as the Administrator of the Act.

The rules and regulations are expected to be made available about Oct. 1. Until that time it is impossible to give answers to such questions as these: What is interstate commerce within the meaning of the Act? To what extent can the Act be validly applied to purely local industries and trades? What is a "seasonal industry"? What is meant by the term "within the area of production"? All of these questions will have to be answered before any one can tell just how the Act is going to be applied in different situations.

The Administrator will have to determine in what sections of the country and in what industries wages below 25 cents have been paid, and to see to it that the statutory minimum is observed. The same may be said about hours.

I anticipate a tremendous push from industry for the 14-week exemption from the payment of overtime up to 56 hours a week for industries of a seasonal character. But what is an industry of a seasonal character? It is not at all improbable that a seasonal industry will be defined as one which operates only during a particular season, and is shut down completely during the remainder of the year.

Next will come the establishment of minimum wages higher than 25c an hour for the first year and 30c an hour for the next six years, but at no time higher than 40c an hour. It appears now that the industries which will be approached first for the establishment of industry committees will be those which can and are willing right now to pay more than 25c or 30c, those in which employment is an important factor, and those in which wages are a competitive factor and in which a substantial majority of the industry is faced with a stiff competition from the remainder of the industry on a lower wage scale.

All of this will call for the appointment of industry com'ites, gathering and considering wage and other relevant data, submission of a report to the Administrator, holding hearings, and then issuing the necessary wage order.

**Effect Upon Grain and Feed Dealers.**—"A" Grain Company manufactures mixed feeds and sells grain. Most of its customers are dairymen, poultrymen, and stores located in the same state. Some customers come from a neighboring state, make their purchases and haul the goods back themselves. The company purchases its corn from other states, and their ingredients come from all sections of the country.

To the extent that the sale and transportation of this company's products are confined to the state in which it is located, the provisions of the Act probably would not apply. However, if he were not complying with the Act, would it be unlawful for him to ship, deliver, or sell those goods with knowledge that shipment, delivery, or sale in interstate commerce is intended, and would it be unlawful for his customers from the neighboring state to transport those goods in interstate commerce? The answer, in my judgment, is that it would be unlawful and this company should comply with the law.

"B" is the branch manager of a feed manufacturer, located in another state. His operations are mostly retail, but some wholesaling is done. Only a bookkeeper-driver is employed besides the manager. The town has a population of 5,000. He wants to know if his busi-

ness will be termed strictly country and, therefore, exempt.

The employer here is the feed manufacturer located in another state. Its products are shipped in interstate commerce for sale in another state. The branch manager and the bookkeeper-driver are both employees of the manufacturer. Their employment is subject to the Act unless the exemption with respect to retail establishments applies. The regulations may prescribe that this exemption applies only to establishments whose business is strictly confined to retail sales. In that event, the exemption will not apply to this case. On the other hand, the regulations may give a broader scope to the term "retail establishment," in which event the exemption may apply.

Here is the case of "C" Grain Company:

"We buy and sell both grain and feed, and we also mix some feeds, which we sell locally both in the wholesale and retail way. We also mill a small quantity of wheat flour, all of which, of course, is milled out of red wheat grown in this area."

Assuming that all shipments, deliveries, or sales of goods produced are in intrastate commerce, this company would not be subject to the provisions of the Act. This company would probably not be considered a retail or service establishment, but such employees as are employed in a local retailing capacity would be exempt from the wage and hour provisions.

"D" Company operates two mills, both of which do both wholesale and retail business. In their town there are also two strictly local feed dealers. "What we would like to know is, will we be compelled to live up to the wage and hour law in relation to all employees

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by Lippincott & Card

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Bound in cloth, 5½x8 inches, 723 pages, 238 illustrations, fully cross indexed. Weight 4 lbs. Price, \$4.00, plus postage.

## Grain and Feed Journals

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332 S. La Salle St.

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who are doing only work waiting on retail trade?"

It would appear that any employees employed exclusively in waiting on retail trade would not be subject to the wage and hour provisions of the law.

"E" Elevator Company operates several country houses in their state, buying directly from the farmers of producers. They do no milling, grinding or processing, being buyers and shippers of grain and seeds which they buy from the farmers or producers. They do make sales and shipments in interstate commerce. Their business is more or less seasonal, their heaviest operations being during movement of the corn crop. During wheat and corn harvest seasons, farmers bring in the grain from early morning until late in the evening and farmers expect them to keep the elevators open to receive the grain. "Would we be exempt from both the wage and hour provisions because we are engaged in handling an agricultural commodity in its raw or natural state within the area of production, or would we be entitled to a 14-week exemption from the payment of time and one-half for the hours worked up to 56 hours a week because we are engaged in an industry of seasonal character?"

The Administrator has not yet defined the term "area of production," nor has he announced a definition of "seasonal industry." I have already given you some indication of what the definition of a seasonal industry may be. I doubt whether there is any hope for exemption under that classification. The question in this case will be whether the buying of each elevator is limited to an "area of production," as that term will presently be defined in the Department's regulations.

A flour miller, feed manufacturer, or a grain dealer who transports his own product

in his own trucks to his customers, is a private carrier of property by motor vehicle. The Interstate Commerce Commission has the power to establish qualifications and maximum hours of service of the employees who are engaged in such transportation of his products. The Commission has not, however, established any maximum hours of service of such employees. It follows that at the present time the maximum hours of service of such employees is without regulation either under the Motor Carrier Act or the Fair Labor Standards Act.

**Application to Itinerant Buyers.**—In addition, I understand you are interested in knowing whether or not the provisions of this law would apply to the itinerant buyer of grain. This is a very perplexing question and I don't believe it is possible at the present time to give you a definite answer upon it. However, some tentative observations might be of interest.

I doubt whether the itinerant buyer who purchases grain within a state and hauls it by truck and sells it to a terminal elevator located within the same state is engaged in interstate transportation, within the meaning of the Motor Carrier Act. Hence, the Interstate Commerce Commission would not have the power to establish maximum hours of service of the itinerant buyer's employees under the Motor Carrier Act of 1935, and the itinerant buyer would not, by virtue of Section 13 of the Fair Labor Standards Act, be exempt from regulation of the maximum hours of services of his employees under that Act. I am also inclined to think that such an itinerant buyer may be said to be engaged in interstate commerce within the meaning of the Fair Labor Standards Act. He is engaged in the production of goods which move in interstate commerce. I am using the word "production" in its broader sense as defined in the Labor Standards Act, to include the transporting of goods. It is quite likely that under such reasoning, the itinerant buyer will be held to be subject to the Fair Labor Standards Act.

## Adulteration and Misbranding

The Delta Products Co., Evadale, Ark., and the Southland Cotton Oil Co., Oklahoma City, Okla., each were fined \$50 and costs on pleas of guilty to having shipped cottonseed meal not meeting the guaranty on the tags.

The El Reno Mill & Elevator Co. was fined \$100 and costs because alfalfa meal contained only 11.2 per cent crude protein when the guaranty was 14 per cent, and alfalfa stems and foreign grasses had been added, to a shipment from El Reno, Okla., into Texas.

The Interstate Mill & Storage Co., Cairo, Ill., was fined \$300 and costs on a plea of guilty to having shipped from Illinois into Kansas bags containing less than the 100 pounds stated on the tag and labeled "100 Pounds Net Choctaw Sales Co., Kansas City, Mo."

The Middletown Flour Mill, Middletown, Del., was fined \$30 for mixing screenings and scourings with soft winter wheat middlings, reducing the fat and protein percentages below the declaration on the label.

## Soybean Oil Meal Highly Digestible

By K. J. SUELKE, Decatur, Ill.

Soybean oil meal is one of the most highly digestible high protein feed ingredients and can be used in the ration of every class of farm animals including poultry with beneficial results. It has been truly called the universal protein. The reason for its wide adaptability is, of course, the wide variety and superior balance of proteins. Due to this protein balance soybean oil meal is able to replace protein ingredients of both plant and animal origin in rations with practically equal results.

The carbohydrates in soybean oil meal are not only highly digestible, but due to their type are highly adapted for use where those of a starchy type are undesirable. The fiber of soybean oil meal is one of the most digestible fibers.

The fat of well cooked, properly extracted, soybean oil meal does not become rancid nor tend to oxidize certain vitamins in feeds as some fats do, and is highly digestible. Experiments at one of the Canadian stations, where various oils were used in increasing fattening rate in poultry, show soybean oil equal to corn oil for this purpose.

Well cooked soybean oil meal, having a nut-like flavor, is highly palatable to all classes of live stock. It has a desirable texture in feeds and due to its high water absorption and lack of pastiness, when subjected to digestive juices, adds to rather than detracts from the texture of a ration in which it is used.

Soybean oil meal, while the newest important feed ingredient we have today, is

## Feed Prices

The following table shows the closing bid price each week for December futures of standard bran and gray shorts, spot cottonseed meal, soybean meal and No. 1 fine ground alfalfa meal, in dollars per ton and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

		Minneapolis		Kansas City	
		Bran	Midds	Bran	Shorts
July	2.....	15.50	18.50	13.00	14.75
July	9.....	14.50	18.00	13.75	15.25
July	16.....	16.00	19.00	13.90	15.50
July	23.....	15.00	18.00	13.50	15.75
July	30.....	14.50	16.50	13.50	14.75
Aug.	6.....	14.25	15.00	12.90	14.20
Aug.	13.....	13.50	13.50	12.50	13.75
Aug.	20.....	13.50	13.75	12.40	13.85
Aug.	27.....	12.50	12.50	12.65	14.00
Sept.	3.....	13.00	13.50	12.50	14.75
Sept.	10.....	12.75	13.50	12.00	13.95
Sept.	17.....	13.50	15.00	13.50	15.50
Sept.	24.....	14.00	15.50	13.50	15.75

		St. Louis*		Chicago	
		Bran	Shorts	Soybeans	Meal
July	2.....	16.10	17.00	93	25.70
July	9.....	16.85	17.00	90½	26.20
July	16.....	16.75	17.60	93	26.70
July	23.....	16.75	18.10	94	26.70
July	30.....	16.45	17.00	90	26.70
Aug.	6.....	16.10	16.50	89	25.20
Aug.	13.....	15.60	16.10	84	24.70
Aug.	20.....	15.45	15.90	84½	24.50
Aug.	27.....	15.75	16.15	81	24.50
Sept.	3.....	15.10	16.10	84	24.20
Sept.	10.....	15.60	16.80	81½	24.00
Sept.	17.....	16.70	17.75	87½	25.50
Sept.	24.....	16.60	18.00	85	26.00

		Ft. Worth Memphis		Kansas City		Chicago	
		Cottonseed Meal		Alfalfa		Corn	
July	2.....	24.50	22.50	19.00	59		
July	9.....	24.50	23.00	18.00	59		
July	16.....	24.50	23.50	18.00	59¾		
July	23.....	25.50	23.75	18.00	59¾		
July	30.....	25.50	23.35	18.00	58		
Aug.	6.....	25.50	23.35	18.00	53¾		
Aug.	13.....	25.00	21.75	18.00	53¼		
Aug.	20.....	25.00	21.10	18.00	54¼		
Aug.	27.....	24.50	20.60	18.00	55		
Sept.	3.....	23.50	20.50	18.00	51¼		
Sept.	10.....	23.50	21.00	18.00	53¾		
Sept.	17.....	23.00	21.10	18.75	53		
Sept.	24.....	23.00	21.00	18.75	53		

\* St. Louis bran, basis Chicago delivery; Shorts St. Louis delivery.

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here to stay and its importance in both manufactured feeds and home mixed feeds is destined to increase by leaps and bounds during the next few years.

Let me emphasize the fact that good feeds can not be built unless good ingredients are used regardless of the amount of supplementary minerals and vitamin supplements that are added. The feed man of today is seriously and conscientiously endeavoring to give his customers the best that can possibly be produced and with this in mind it is well to remember that while the best is none too good, there is such a thing as economical production in feeds as well as in livestock.

## National Feed Week Poster

National Feed Week will be celebrated again this year from Oct. 17 to 22. Its message, "Better Feeding Brings Bigger Profits," will be carried to every corner of the nation with posters and stickers, newspaper and farm paper publicity and radio broadcasts. Hundreds of feed dealers are now making plans to celebrate by holding educational meetings, produce shows, special sales, 4-H club gatherings, and other events.

The poster for this year's National Feed Week was chosen as the result of a contest in which advertising representatives of firms in the feed and allied industries participated. Judges who selected the winning entry submitted by Frank S. Kane were Ralph M. Field, Pres., American Feed Manufacturers Ass'n, Chicago; Glenn Snyder, manager Radio Station WLS, Chicago, and David K. Steenbergh, sec'y Central Retail Feed Dealers Ass'n. Mr. Kane received \$50. Ray Maas, who designed last year's poster, received second place, while the idea entered by Mack Rapp, sales promotion department, Jacobs Bros. Co., Brooklyn, N. Y., was considered third best.

Radio station WLS, Chicago, will cooperate fully in celebration of National Feed Week. A 10-minute talk by a well known figure in the feed industry will be scheduled and spot announcements will be featured daily. WMAQ, Chicago, and 72 affiliated stations of the National Broadcasting Co., have also given assurance of support on the National Farm & Home Hour. This promotion will be supplemented by feed manufacturers who have regular programs on the air.

With the event less than two months away every member of the feed industry and allied trades is urged to do his bit in putting National Feed Week across.

Dealers, jobbers and manufacturers have worked humbly for decades to make feeding a science and to help farmers get the greatest production from their livestock and poultry at lowest cost. There is still room for progress, better harmony and greater prosperity

for all concerned. National Feed Week is a step toward this goal. Get behind it!

All officers were re-elected at the convention's business session on the steamer. Pres. Howard Schamel, East Concord, N. Y., was continued as pres.; J. W. Johnson, Albion, Pa., vice-pres.; Lewis Abbott, East Hamburg, Pa., sec'y-treas. Directors elected for three-year terms are Haines Merritt, East Aurora, N. Y., and Emmons Dunbar, Little Valley, N. Y.

The principal subject discussed at business sessions was how to regulate the trucks, which have become the means for transporting a large share of the feed business.

## Agricultural Colleges and Feed Manufacturers

By RALPH M. FIELD, pres. American Feed Mfrs. Ass'n, before Nutrition School of University of Kentucky.

There is almost an exact parallel between the work of the manufacturer thru his research department, experimental farm tests and his field representatives, and the work of the colleges and experiment stations thru research and laboratory investigations and the extension service. There can be no reason why these two, the manufacturers on the one hand and the colleges on the other, conducting operations along parallel lines should not join forces without friction among themselves as to whose work and whose methods may be the best, but with an open mind co-operating in carrying to the consumer a finished product built by the knowledge and equipment of the best minds in both groups.

There has, I am sorry to say, been some prejudice which should be overcome. There has been a disposition on the part of some of the colleges, both in their research work and extension service, to discredit the product of the mixed feed manufacturer and to give out to the farmer formulas which they assert will produce a better and cheaper feed than anything the manufacturer can turn out; to carry to the consumer at the same time the impression that the manufacturer not only is not making the best feed but is profiteering at the expense of the consumer. The manufacturer on the other hand will perhaps go so far as to intimate that the formulas produced by the colleges are mainly theoretical and lack the practical value of experimental feeding and convey to the consumer the idea that by following the college and extension service he is not getting just such a product as he ought to get.

There have been cases, also, where certain college men are so enthusiastically sold on their own formulas that they criticize most harshly the formulas put out by another college, which may have just as well trained men and just as competent a research department. Between the different colleges and between the colleges and the manufacturers, who are all honestly striving to have better quality feeds produced and to secure better feeding results, there should be a bond of friendship in this work with a tolerance of conflicting ideas and a willingness to work amicably together to the common end.

These things should not be. The manufacturers must recognize that in general they are sitting at the feet of the scientists and teachers in an agricultural college. They should learn from them everything possible and then put this knowledge in effect in their own business. The colleges should recognize that the research departments and the field forces of the manufacturers are headed and staffed by men who were formerly college professors and who have been hired by the manufacturers because they were college trained and because they knew their business and had learned their business from the colleges. A college professor may not realize that in criticizing the product of a manufacturer, the head of the research department of that manufacturer who is responsible for the product thus criticized may have been formerly his own professor who taught him as a student. The manu-

facturer should, and I believe does, have the greatest respect for the agricultural college authorities and the work they are doing and by the same token the industry, as a whole, will be benefited if the college authorities will have a like respect for the manufacturer and his product.

We gather all the knowledge we can from the colleges while at the same time in our own research laboratories and on our experimental farms we are doing the same work that the colleges are doing in an efficient way, and are entitled to the respect and co-operation of the college authorities. The fundamentals of our work are the same, our objects are the same, and the manufacturer has a wider contact with the consumer and a better opportunity to judge results and effects and this should be recognized by the colleges. Friction among the groups with similar aims and similar work, both of whom are conceded to be honest and fair, is foolish and should be avoided.

The quality of the ingredient is much more important than the quantity and the main question is what will the feed accomplish when fed to the livestock. Will it put more and better meat on beef cattle, hogs and broilers? Will it make the dairy cow give more and better milk and the hens lay more eggs? Will it reduce the mortality of baby chicks and build them up more rapidly and will it give all the other animals the kind of nutrition that they need for proper growth and development? The time, I think, is coming when feeds will be evaluated upon a final result basis instead of by chemical analysis, which latter is not always a true indication of their feeding value. The real answer is being given by the animals themselves in actual feeding and, after all, the priceless ingredient is the integrity of the manufacturer.

Corn grind in August was 5,483,751 bus. against 3,848,264 a year ago, as reported by the Corn Industries Research Foundation.

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Triplicating book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.35, f. o. b. Chicago. Weight, 21 ozs.

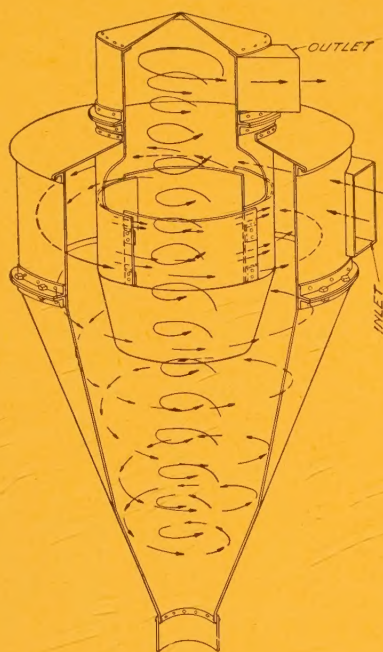
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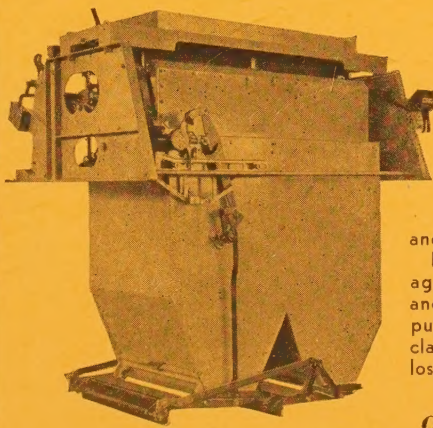
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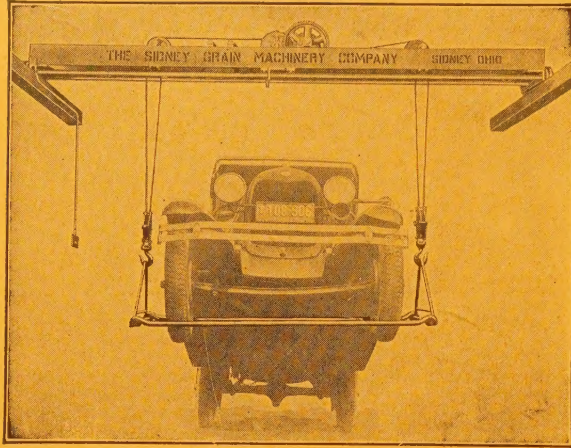
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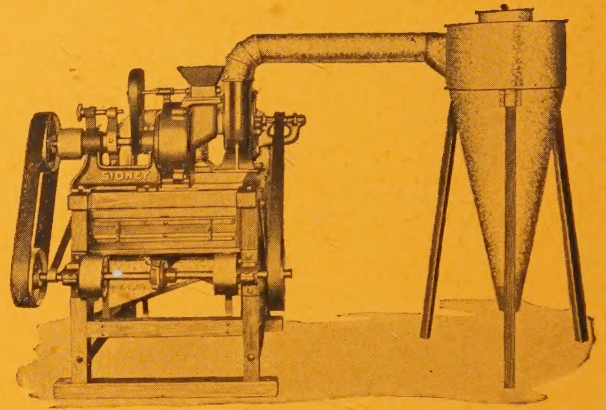


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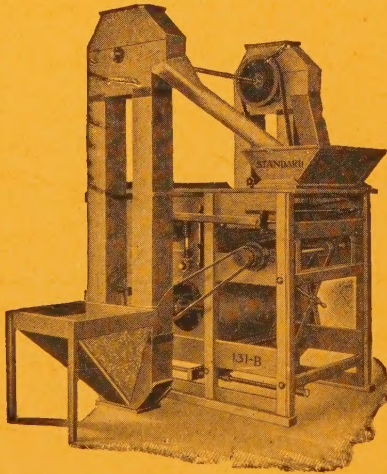
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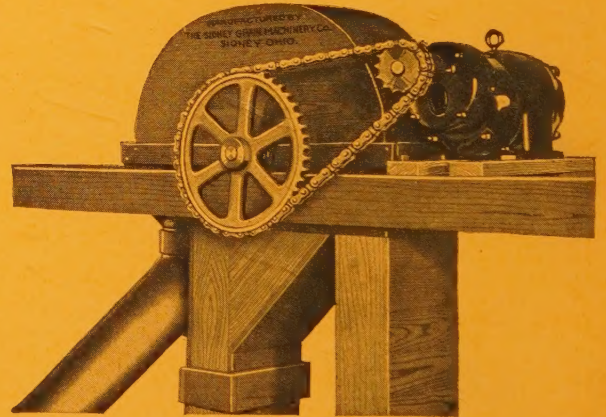
Sidney Overhead Truck Dump



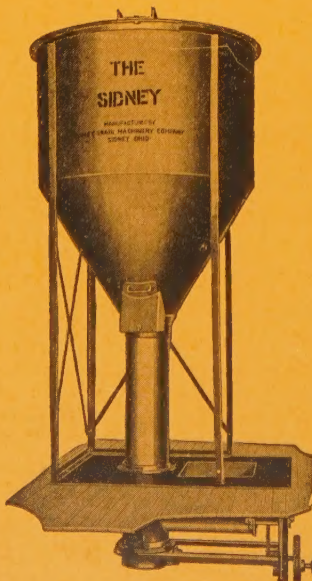
Sidney Corn Cracker & Grader



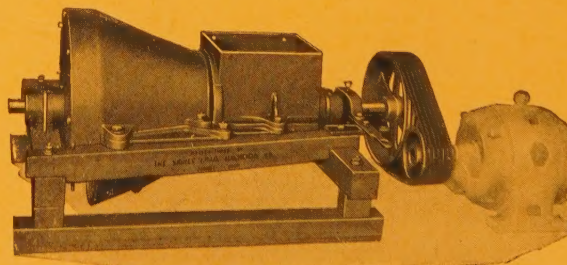
Standard Cleaners  
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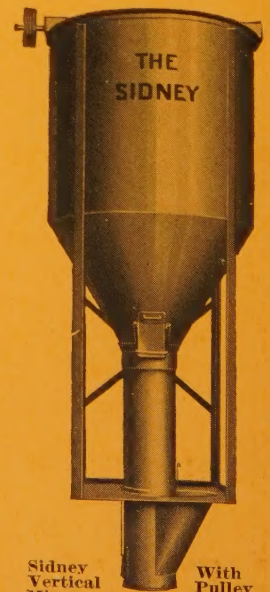


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